[英] 劳伦斯·弗里德曼（Lawrence Freedman） 著

王坚 马娟娟 译

战略：一部历史

A History

STRATEGY

社会科学文献出版社
SOCIAL SCIENCES ACADEMIC PRESS (CHINA)

劳伦斯·弗里德曼（Lawrence Freedman）

自 1982 年起任伦敦国王学院教授，2003 年起担任副院长。1995 年他当选英国社会科学院成员，并于 1996 年获得司令勋章（CBE），1997 年他被指定为官方的马尔维纳斯群岛战争历史学家。2003 年，获得爵级司令勋章（KCMG）。他从 2009 年开始供职于英国官方伊拉克战争调查机构。弗里德曼教授在核战略和冷战领域著述颇丰，最新著作《选择敌人：当美国遭遇中东》获得了 2009 年度莱昂内尔·吉尔伯奖和威斯敏斯特公爵军事文学奖。

王坚，生于 1971 年，北京人。1994 年毕业于中国人民大学国际政治系世界政治经济与国际关系专业，后进入中国国际广播电台，曾先后任驻泰国和欧盟站站长兼首席记者，作品多次获得国家级奖项，撰有专著《欧盟完全手册》。

马娟娟，浙江人。1991 年毕业于国际关系学院国际新闻专业，现为中国国际广播电台第一资讯节目监制。

Strategy: A History 战略：一部历史

［英］劳伦斯·弗里德曼（Lawrence Freedman） 著　　王坚　马娟娟　译

社会科学文献出版社
SOCIAL SCIENCES ACADEMIC PRESS (CHINA)

[illegible]

[illegible]

——[illegible]*Washington Post*[illegible]

[illegible]……[illegible]

——[illegible]*The Economist*[illegible]

[illegible]

——[illegible]*Financial Times*[illegible]

[illegible]……[illegible]——[illegible]

——[illegible]*Kirkus Reviews*[illegible]

[illegible]·[illegible]750[illegible]……[illegible]

——[illegible]*New Criterion*[illegible]

[illegible]……[illegible]

——[illegible]·[illegible]*War on the Rock*[illegible]

[illegible]……[illegible]1994[illegible]“[illegible]”[illegible]

——[illegible]*The Daily Beast*[illegible]

[illegible]……[illegible]

——[illegible]*Publishers Weekly*[illegible]

[illegible]……[illegible]

——[illegible]*National Review*[illegible]

[illegible]

——[illegible]*strategy+business*[illegible]

[illegible]

——[illegible]·[illegible]Sheridan Jobbins[illegible]

[illegible]·[illegible]

——[illegible]·[illegible]

[illegible]

——[illegible]·[illegible]Robert Jervis[illegible]·[illegible]Adlai E. Stevenson[illegible]

[illegible]——[illegible]

——[illegible]·[illegible]Philip Bobbitt[illegible]*The Shield of Achilles*[illegible]*War*[illegible]*Peace and the Course of History*[illegible]

[illegible]“[illegible]”[illegible]……[illegible]

——*CHOICE*

- □□
- □□□□ □□
  - □ □□1□□□
  - □ □□2□□□
  - □ □□3□□□□
  - □ □□□□□□□□
  - □ □□□□□
- □□□□ □□□□□
  - □ □□□□□
  - □ □□□□□
  - □ □□□
  - □ □□□□□□□
  - □ □□□□□
  - □□ □□□□
  - □□ □□□
  - □□ □□□□□□
  - □□ □□□
  - □□ □□□□□
  - □□ □□□□□
  - □□ □□□□□□□
- □□□□ □□□□□
  - □□ □□□□□□□□□□□□□□□
  - □□ □□□□□□□
  - □□ □□□□□□□□□
  - □□□ □□□□□□□□□□
  - □□□ □□□□□□□□
  - □□□ □□□□□□
  - □□□ □□□□□□
  - □□□ □□□□□□□□□□□
  - □□□ □□□□□□□□□□□
  - □□□ □□□□□□□□□
- □□□□ □□□□□
  - □□□ □□□□□□□
  - □□□ □□□□□
  - □□ □□□□

  - [illegible]
  - [illegible]
  - [illegible]
  - [illegible]
  - [illegible]
- [illegible]
  - [illegible]
  - [illegible]
  - [illegible]
- [illegible]
- [illegible]

[illegible]

[illegible]

——[illegible]·[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]

[illegible]·[illegible]Matthew Parris[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’[illegible]”[illegible][1][illegible]“[illegible]”[illegible]“[illegible]”“[illegible]”“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][2][illegible]·[illegible]

[illegible]“[illegible]”[illegible]·[illegible]

[illegible]“[illegible]”[3][illegible]·[illegible]Damon Runyon[illegible]“[illegible]”[illegible]·[illegible]

“Strategy”[illegible]“[illegible]”[illegible]“Strategy”[illegible]

[illegible]1960[illegible]2000[illegible][4][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]·[illegible]（Raymond Aron）[illegible]“[illegible]”[5][illegible]·[illegible]（George Orwell）[illegible]“[illegible]”[6][illegible]

[illegible]

[illegible]“[illegible]”[illegible]——[illegible]——[illegible]

[illegible]

[illegible]30[illegible]“[illegible]”[illegible]

---

[1] Matthew Parris[illegible]“What if the Turkeys Don’t Vote for Christmas[illegible]”[illegible]*The Times*[illegible]May 12[illegible]2012.

[2] [illegible]“[illegible]”[illegible] Arthur F.Lykke[illegible]Jr.[illegible]“Toward an Understanding of Military Strategy[illegible]” *Military*

Strategy□Theory and Application □Carlisle□PA□US Army War College□1989□□3-8.

[3] Ecclesiastes 9□11.

[4] □□□□□□Ngram□□□□□□□http□//books.google.com/ngrams/□

[5] Raymond Aron□“The Evolution of Modern Strategic Thought□” in Alastair Buchan□ed.□*Problems of Modern Strategy* □London□Chatto & Windus□1970□□25.

[6] George Orwell□“Perfide Albion” □review□Liddell Hart’s British Way of Warfare□□*New Statesman and Nation*□November 21□1942□342-343.

[illegible]

[illegible]1[illegible]

[illegible]

——[illegible]·[illegible]

[illegible]

[illegible][1]

[illegible]·[illegible]Frans de Waal[illegible]Arnhem[illegible]“[illegible]”[illegible]1982[illegible]*Chimpanzee Politics*[illegible]“[illegible]”[illegible][2]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]Yeroen[illegible]Luit[illegible]Nikkie[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][3]

[illegible]

[illegible]“[illegible]”[illegible]2%[illegible]20%[illegible]·[illegible]Richard Byrne[illegible]·[illegible]Nadia Corp[illegible]18[illegible][4][illegible]“[illegible]”[illegible]·[illegible][5]

[illegible]

[illegible]

[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible][6][illegible]

[illegible]

[illegible]

[illegible]·[illegible]Jane Goodall[illegible]Kasekala[illegible]Kahama[illegible]1973[illegible]1974[illegible][7][illegible]

[illegible]

[illegible]·[illegible]Richard Wrangham[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][8][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][9][illegible]“[illegible]”[illegible][10][illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][11][illegible]

[illegible]·[illegible]Azar Gat[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[12][illegible]

[illegible][13][illegible]

---

[1] Frans B.M.de Waal[illegible]“A Century of Getting to Know the Chimpanzee[illegible]” *Nature 437*[illegible]September 1[illegible]2005[illegible]56-59.

[2] De Waal[illegible]*Chimpanzee Politics* [illegible]Baltimore[illegible]Johns Hopkins Press[illegible]1998[illegible].[illegible]1982[illegible]

[3] De Waal[illegible]“Putting the Altruism Back into Altruism[illegible]The Evolution of Empathy[illegible]” *Annual Review Psychology 59*[illegible]2008[illegible]279-300.[illegible]Dario Maestripieri[illegible]*Macachiavellian Intelligence*[illegible]*How Rhesus Macaques and Humans Have Conquered the World* [illegible]Chicago[illegible]University of Chicago Press[illegible]2007[illegible].

[4] Richard Byrne and Nadia Corp[illegible]“Neocortex Size Predicts Deception Rate in Primates[illegible]” *Proceedings of the Royal Society of London 271*[illegible]no.1549[illegible]August 2004[illegible]1693-1699.

[5] Richard Byrne and A.Whiten[illegible]eds.[illegible]*Machiavellian Intelligence*[illegible]*Social Expertise and the Evolution of Intellect in Monkeys*[illegible]*Apes and Humans* [illegible]Oxford[illegible]Clarendon Press[illegible]1988[illegible]*Machiavellian Intelligence II*[illegible]*Extensions and Evaluations* [illegible]Cambridge[illegible]Cambridge University Press[illegible]1997[illegible].[illegible]Nicholas Humphrey[illegible]“The Social Function of Intellect[illegible]” in P.P.G.Bateson and R.A.Hinde[illegible]eds. *Growing Points in Ethology*[illegible]303-317[illegible]Cambridge[illegible]Cambridge University Press[illegible]1976[illegible].

[6] Bert Höllbroder and Edward O.Wilson[illegible]*Journey to the Ants*[illegible]*A Story of Scientific Exploration* [illegible]Cambridge[illegible]MA[illegible]Harvard University Press[illegible]1994[illegible]59.[illegible]Bradley Thayer[illegible]*Darwin and International Relations*[illegible]*On the Evolutionary Origins of War and Ethnic Conflict* [illegible]Lexington[illegible]University Press of Kentucky[illegible]2004[illegible]163.

[7] Jane Goodall□*The Chimpanzees of Gombe□Patterns of Behavior* □Cambridge□MA□Harvard University Press□1986□.

[8] Richard Wrangham□“Evolution of Coalitionary Killing□” *Yearbook of Physical Anthropology 42*□1999□12□14□2□3.

[9] Jane Goodall□*The Chimpanzees of Gombe□Patterns of Behavior* □Cambridge□MA□Harvard University Press□1986□□p.176□fn 101.

[10] Robert Bigelow□*Dawn Warriors* □New York□Little Brown□1969□.

[11] Lawerence H.Keeley□*War Before Civilization□The Myth of the Peaceful Savage* □New York□Oxford University Press□1996□□48.

[12] Azar Gat□*War in Human Civilization* □Oxford□Oxford University Press□2006□□115-117.

[13] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Kim Sterelny□“Social Intelligence□Human Intelligence and Niche Construction□” *Philosophical Transactions of The Royal Society 362*□no.1480□2007□□719-730.

[illegible]2[illegible]

[illegible]

——[illegible]14-16

[illegible]

[illegible]

[illegible]·[illegible]Steven Brams[illegible]“[illegible]”[illegible][1][illegible]·[illegible]Leszek Kolakowski[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

“[illegible]”[illegible][2][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]subtle[illegible]“[illegible]”[illegible]crafty[illegible]“[illegible]”[illegible]cunning[illegible]“[illegible]”[illegible]“[illegible]”[illegible][3][illegible]930[illegible][4]

[illegible]

[illegible]

[illegible]·[illegible]Diana Lipton[illegible][5][illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible][6]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]

[illegible][7]

[illegible]

[illegible][8]

[illegible]

[illegible]

[illegible]

[illegible][9][illegible]“[illegible]”[illegible]“[illegible]”[illegible]——[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][10]

[illegible]“[illegible]‘[illegible]’”[illegible]“[illegible]”[illegible]2/3[illegible]300[illegible]1%[illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’”[illegible]“[illegible]”[illegible][11][illegible]——[illegible]

[illegible]

[illegible]40[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][12]

[illegible]B[illegible]A[illegible]

[illegible]

[illegible]

[illegible]

[illegible]“[illegible]‘[illegible]’”[illegible]“[illegible]”[illegible][13][illegible]

[illegible]

[illegible]“[illegible]”[illegible]

---

[1] Steven Brams□*Biblical Games□Game Theory and the Hebrew Bible*□Cambridge□MA□The MIT Press□2003□.

[2] Steven Brams□*Biblical Games□Game Theory and the Hebrew Bible*□Cambridge□MA□The MIT Press□2003□.12.

[3] *Genesis* 2□22□23.[illegible]King James Version.

[4] *Genesis* 2□16□17□3□16□17.

[5] Diana Lipton□*Longing for Egypt and Other Unexpected Biblical Tales□Hebrew Bible Monographs 15*□Sheffield□Sheffield Phoenix Press□2008□.

[6] *Exodus* 9□13-17.

[7] *Exodus* 7□3-5.

[8] *Exodus* 10□1-2.

[9] Chaim Herzog and Mordechai Gichon□*Battles of the Bible*□revised ed.□□London□Greenhill Books□1997□□45.

[10] *Joshua* 9□1-26.

[11] *Judges* 6-8.

[12] 1 Samuel 17.

[13] Susan Niditch□*War in the Hebrew Bible□A Study in the Ethics of Violence* □New York□Oxford University Press□1993□□110-111.

[illegible] [illegible]3[illegible]

[illegible]

——[illegible]

[illegible]

[illegible]

[illegible]biē[illegible]mētis[illegible]

[illegible]

[illegible]

[illegible]

[illegible]Mētis[illegible]mētiaō[illegible]metióomai[illegible]Mētis[illegible]——[illegible]——[illegible]“[illegible]”[illegible][1]

[illegible]50[illegible]“[illegible]”[2]

[illegible]“[illegible]

[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]mētis[illegible]biē[illegible]“[illegible]”[illegible]——[illegible]“[illegible]”[illegible]——[illegible]

[illegible]

[illegible][3][illegible]

[illegible]·[illegible]·[illegible]Jenny Strauss Clay[illegible]“[illegible]”[4]

[illegible]“[illegible]”[illegible]Outis[illegible][5][illegible]“[illegible]”[illegible]“‘[illegible]’[illegible]”[illegible]“[illegible]”[illegible][6][illegible]“[illegible]”[illegible]“[illegible]”[illegible]——[illegible]——[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[7][illegible][8][illegible]

[illegible]Barnouw[illegible]“[illegible]”[illegible]Mētis[illegible]

□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□”□□□□□“□□□□□□□”□□□□□□
□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□”□[9]

□□□·□□□□□Marcel Detienne□□□-□□□·□□□□Jean-Pierre Vernant□□“□□□□□□□□□□□□□□□□□”□□□□□□□□□□□□□□□“□□□”□□□□□□□□□□□□□□□□□□□□□□□□

□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□”□□□□“□□□□□”□□“□□□□□□□□”□□“□□□□□□□□□□□□□”□□□[10]□□

□□□□

□□□Atē□□·□□“□□□□□□□□□□”□□□“□□□□□”□□□□□□□□□□□□“□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□□□□[11]□□

□□

10 strategoi [12] 460 395 “ ” [13] 431 404

—— [14]

“ ” “ ” “ ” [15] “

[illegible]”[16][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][17][illegible][18][illegible]460[illegible]

[illegible]461[illegible]460[illegible]445[illegible]

[illegible]

[illegible]·[illegible]Donald Kagan[illegible][19][illegible][20][illegible]

[illegible]“[illegible]”[illegible][21][illegible]“[illegible]”[illegible]“[illegible]”[illegible]432[illegible]8[illegible]

[illegible][22][illegible]“[illegible]”[illegible]“[illegible]”[23][illegible]

[illegible]·[illegible]·[illegible]Richard Ned Lebow[illegible]“[illegible]”[illegible][24][illegible]

[illegible]“[illegible]”[illegible][25][illegible]

[illegible]

[illegible]

[illegible]

[illegible]——[illegible]430[illegible]429[illegible]

[illegible]

[illegible][26]

[illegible][27][illegible]427[illegible]“[illegible]”[illegible]

[illegible]Sophistes[illegible]“[illegible]”[illegible]
[illegible][28]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible][29]

[illegible]

> [illegible][30]

[illegible][31]

[illegible][32][illegible]

[illegible]

[illegible]399[illegible]25[illegible]

[illegible]

[illegible]——[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible][33][illegible]“[illegible]”[illegible]“[illegible]”[illegible][34]

[illegible][35]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[36][illegible]

[illegible]——[illegible]

[illegible]“[illegible]”[illegible]

---

[1] Homer□*The Odyssey*□□M.Hammond □□□London□Duckworth□2000□□Book 9.19-20□Book 13.297-9□

[2] Virgil□*The Aeneid* □London□Penguin Classics□2003□.

[3] Homer□*The Iliad*□□Stephen Mitchell□□□London□Weidenfeld & Nicolson□2011□□Chapter IX.310-311□Chapter IX.346-352□Chapter XVIII.243-314□Chapter XXII.226-240.

[4] Jenny Strauss Clay□*The Wrath of Athena□Gods and Men in the Odyssey* □New York□Rowman & Littlefield□1983□□96.

[5] “ou”□“me”□□□□□□□□□□□□mētis□

[6] Homer□*The Odyssey*□□M.Hammond □□□London□Duckworth□2000□□Book 9.405-14.

[7] http□//en.wikisource.org/wiki/Philoctetes.txt.

[8] W.B.Stanford□*The Ulysses Theme□A Study in the Adaptability of the Traditional Hero* □Oxford□Basil Blackwell□1954□□24.

[9] Jeffrey Barnouw□*Odysseus□Hero of Practical Intelligence□Deliberation and Signs in Homer’s Odyssey* □New York□University Press of America□2004□□2-3□33.

[10] Marcel Detienne and Jean-Pierre Vernant□*Cunning Intelligence in Greek Culture and Society*□translated from French by Janet Lloyd□Sussex□The Harvester Press□1978□□13-14□44-45.

[11] Barbara Tuchman□*The March of Folly□From Troy to Vietnam* □London□Michael Joseph□1984□□46-49.

[12] The word stratēgos was a compound of stratos□for an encamped army spread out over ground□and agein□to lead□.

[13] Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□ □London□Penguin Classics□1972□□5.26.

[14] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□Jonathan Monten□“Thucydides and Modern Realism□” *International Studies Quarterly* □2006□50□3-25□□□ David Welch□“Why International Relations Theorists Should Stop Reading Thucydides□” *Review of International Studies* 29□2003□□301-319.

[15] Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□ □London□Penguin Classics□1972□□1.75-76.

[16] Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□ □London□Penguin Classics□1972□□5.89□

[17] Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□ □London□Penguin Classics□1972□□1.23.5-6□

[18] Arthur M.Eckstein□“Thucydides□the Outbreak of the Peloponnesian War□and the Foundation of International Systems Theory□” *The International History Review* 25□December 4□2003□□757-774.

[19] Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□ □London□Penguin Classics□1972□□I.139-45□80-6.

[20] Donald Kagan□*Thucydides□The Reinvention of History* □New York□ Viking□2009□□56-57.

[21] Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□ □London□Penguin Classics□1972□□1.71.

[22] Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□ □London□Penguin Classics□1972□□1.39□

[23] Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□ □London□Penguin Classics□1972□□1.40□

[24] Richard Ned Lebow□“Play It Again Pericles□Agents□Structures and the Peloponnesian War□” *European Journal of International Relations* 2□1996□□ 242.

[25] Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□□London□Penguin Classics□1972□□1.33.

[26] Donald Kagan□*Pericles of Athens and the Birth of Democracy* □New York□Free Press□1991□.

[27] Sam Leith□*You Talkin'To Me□Rhetoric from Aristotle to Obama* □London□Profile Books□2011□□18.

[28] Michael Gagarin and Paul Woodruff□"The Sophists□" in Patricia Curd and Daniel W.Graham□eds.□*The Oxford Handbook of Presocratic Philosophy* □Oxford□Oxford University Press□2008□□365-382□W.K.C.Guthrie□*The Sophists* □Cambridge□UK□Cambridge University Press□1971□□G.B.Kerferd□*The Sophistic Movement* □Cambridge□UK□Cambridge University Press□1981□□Thomas J.Johnson□"The Idea of Power Politics□The Sophistic Foundations of Realism□" *Security Studies* 5□2□1995□194-247.

[29] Adam Milman Parry□*Logos and Ergon in Thucydides* □Salem□New Hampshire□The Ayer Company□1981□□121-122□182-183.

[30] Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□□London□Penguin Classics□1972□□3.43.

[31] Gerald Mara□"Thucydides and Political Thought□" *The Cambridge Companion to Ancient Greek Political Thought*□□Stephen Salkever □□□Cambridge□UK□Cambridge University Press□2009□□116-118.Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□□London□Penguin Classics□1972□□3.35-50□

[32] Thucydides□*The History of the Peloponnesian War*□□Rex Warner□□□London□Penguin Classics□1972□□3.82.

[33] Michael Gagarin□"Did the Sophists Aim to Persuade□" *Rhetorica* 19 □2001□□289.

[34] Andrea Wilson Nightingale□*Genres in Dialogue□Plato and the Construct of Philosophy* □Cambridge□Cambridge University Press□1995□□14.□□□□Håkan Tell□*Plato's Counterfeit Sophists* □Harvard University□Center for Hellenic Studies□2011□□Nathan Crick□"The Sophistical Attitude and the Invention of Rhetoric□" *Quarterly Journal of Speech* 96□1□2010□□25-45□Robert Wallace□"Plato's Sophists□Intellectual History after 450□and Sokrates□" in *The Cambridge Companion to the Age of Pericles*□□Loren J.Samons II □□□Cambridge□UK□Cambridge University Press□2007□□215-237.

[35] Karl Popper□*The Open Society and Its Enemies□The Spell of Plato*□vol.1□London□1945□.

[36] Book 3 of *The Republic*□141b-c.Malcolm Schofield□"The Noble Lie□" in *The Cambridge Companion to Plato's Republic*□□G.R.Ferrari□□□Cambridge□

UK□Cambridge University Press□2007□□138-164□

[illegible]

[illegible]

——[illegible]

[illegible]biē[illegible]mētis[illegible]

[illegible]Livy[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][1]

[illegible][2][illegible]·[illegible]Valerius Maximus[illegible]“[illegible]‘strategemata’[illegible]”[illegible]“[illegible]”[illegible]salubre mendacium[illegible]

[illegible][3]

[illegible][4][illegible]84[illegible]88[illegible]*strategemata*[illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’[illegible]‘[illegible]’[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][5][illegible]

[illegible]·[illegible]Lisa Raphals[illegible]“[illegible]”[illegible]“[illegible]”[illegible][6][illegible]

[illegible]

[illegible]“[illegible]”[illegible]500[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][7][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][8]

[illegible]

[illegible]·[illegible]François Jullien[illegible][9][illegible]“[illegible]”[illegible][10][illegible]

[illegible]“[illegible]”[illegible]

[illegible]·[illegible]·[illegible]Victor Davis Hanson[illegible]“[illegible]”[illegible][11][illegible][12][illegible]·[illegible]Beatrice Heuser[illegible]“[illegible]”[13][illegible]·[illegible]·[illegible]Quintus Fabius

Maximus[illegible][14][illegible]“[illegible]”[illegible]“[illegible]”[illegible]216[illegible]17[illegible]13[illegible]

[illegible][15][illegible]*De Re Militari*[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][16][illegible]·[illegible]Clifford Rogers[illegible][17]

[illegible]Maurice[illegible]*Strategikon*[illegible]“[illegible]”[illegible]Henri[illegible]Duke of Rohan[illegible][18][illegible]“[illegible]”[illegible]“[illegible]……[illegible]”[illegible]Maurice de Saxe[illegible]

> [illegible][19]

[illegible]“[illegible]”[illegible]

[illegible][20][illegible]

[illegible]“[illegible]”[illegible]1415[illegible]·[illegible]·[illegible]Jan Willem Honig[illegible]“[illegible]”[illegible]

> [illegible]

[illegible][21][illegible]“[illegible]”[illegible]chance of arms[illegible][22]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible][23]

[illegible]·[illegible]Niccolo Machiavelli[illegible]“[illegible]”[illegible]“[illegible]”[illegible][[illegible]“[illegible]”[illegible]Niccolo[illegible]“[illegible]”[illegible]old Nick[illegible]][illegible]——[illegible]——[illegible]

[illegible]·[illegible]*The Prince*[illegible]1512[illegible]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[24][illegible]“[illegible]”[illegible]

[illegible]*Art of War*[illegible][25][illegible]·[illegible]Raimondo Montecuccoli[illegible][26][illegible]Antoine-Henri de Jomini[illegible][27][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]

[illegible]”。[28][illegible]

[illegible]

> [illegible][29]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]……[illegible]”[30][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

□□□□□□□□□□□□□□□□“□□□□□□”□[31]□□□□□□□□□□□□□□□□□□□□□
□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

□□“□□□□□□”□□□

---

[1] □□□Everett L.Wheeler□*Stratagem and the Vocabulary of Military Trickery*. Mnemoseyne supplement 108□New York□Brill□1988□□24□

[2] □□□·□□□□□·□□□Tiberius Claudius Nero□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[3] □□□Everett L.Wheeler□*Stratagem and the Vocabulary of Military Trickery*. Mnemoseyne supplement 108□New York□Brill□1988□□14-15□

[4] □□□□□·□□□□·□□□□□□Sextus Julius Frohtinus□□□□□□□□□□□□□□□□□□□□

[5] http□//penelope.uchicago.edu/Thayer/E/Roman/Texts/Frontinus/Strategemata/home.html.

[6] Lisa Raphals□*Knowing Words□Wisdom and Cunning in the Classical Tradition of China and Greece* □Ithaca□NY□Cornell University Press□1992□□20.

[7] □□□□□□□□□□□□□□□1910□Lionel Giles□□□□□□□□□□□□□□□□□□□□□1963□□Samuel Griffiths□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□New York□Oxford University Press□1963□□□Giles□□□□□□http□//www.gutenberg.org/etext/132□□□□□□□□□□□□□□□□□□□□□□□□□□http□//www.sonshi.com□

[8] Jan Willem Honig□Sun Tzu□*The Art of War*□□□□□Frank Giles□□□□□□New York□Barnes & Noble□2012□□xxi□

[9] □□□□□□□□□□□□

[10] François Jullien□*Detour and Access□Strategies of Meaning in China and Greece*□□Sophie Hawkes□□□New York□Zone Books□2004□□35□49-50.

[11] Victor Davis Hanson□*The Western Way of War□Infantry Battle in Classical Greece* □New York□Alfred Knopf□1989□.

[12] Jeremy Black□□□□□□□□□□□□□□□John Lynn□□□□□□□“□□□□□□□□□□□□□□□□□□2500□□□□□□□□□□□□□□□□□□”J.A.Lynn□*Battle* □Boulder□CO□Westview Press□2003□□

25□□□□Jeremy Black□"Determinisms and Other Issues□" *The Journal of Military History* 68□no.1□October 2004□□217-232□

[13] Beatrice Heuser□*The Evolution of Strategy* □Cambridge□UK□Cambridge University Press□2010□□89-90.

[14] □□□□□□□□□□□□□□□□□

[15] □□□□□·□□□□□·□□□□□Flavius Vegetius Renatus□□□□□□□□□□□□

[16] Michael D.Reeve□ed.□*Epitoma rei militaris□Oxford Medieval Texts* □Oxford□Oxford University Press□2004□.□□□□□□□*Roots of Strategy□The Five Greatest Military Classics of All Time* □Harrisburg□PA□Stackpole Books□1985□.

[17] Clifford J.Rogers□"The Vegetian 'Science of Warfare'in the Middle Ages□" *Journal of Medieval Military History* 1□2003□□1-19□Stephen Morillo□"Battle Seeking□The Contexts and Limits of Vegetian Strategy□" *Journal of Medieval Military History* 1□2003□□21-41□John Gillingham□"Up with Orthodoxy□In Defense of Vegetian Warfare□" *Journal of Medieval Military History* 2□2004□□149-158.

[18] □□□□□□□□□□□□□□□□□□□□□□□□□□□

[19] Beatrice Heuser□*The Evolution of Strategy* □Cambridge□UK□Cambridge University Press□2010□□90.

[20] Anne Curry□"The Hundred Years War□1337-1453□" in John Andreas Olsen and Colin Gray□eds.□*The Practice of Strategy□From Alexander the Great to the Present* □Oxford□Oxford University Press□2011□□100.

[21] Jan Willem Honig□"Reappraising Late Medieval Strategy□The Example of the 1415 Agincourt Campaign□" *War in History* 19□no.2□2012□□123-151.

[22] James Q.Whitman□*The Verdict of Battle□The Law of Victory and the Making of Modern War* □Cambridge□MA□Harvard University Press□2012□.

[23] William Shakespeare□*Henry VI*□Part 3□3.2.

[24] Victoria Kahn□*Machiavellian Rhetoric□From the Counterreformation to Milton* □Princeton□NJ□Princeton University Press□1994□□40.

[25] □□□□□□□□□□□□□□□□"□□□□□"□

[26] □□□□□□□□□□□□□□□□□□□□□□□□□

[27] □□□□□□□□□□□□□□□□□□

[28] Niccolo Machiavelli□*Art of War*□□Christopher Lynch□□□Chicago□University of Chicago Press□2003□□97-98□□□□□Lynch's interpretative essay in this volume and Felix Gilbert□"Machiavelli□The Renaissance of the Art of War□"

in Peter Paret□ed.□*Makers of Modern Strategy* □Princeton□NJ□Princeton University Press□1986□□

[29] Niccolo Machiavelli□*The Prince*□□George Bull□□□□□□□London□Penguin Books□1961□□96□

[30] Niccolo Machiavelli□*The Prince*□□George Bull□□□□□□□London□Penguin Books□1961□□99-101□

[31] Niccolo Machiavelli□*The Prince*□□George Bull□□□□□□□London□Penguin Books□1961□□66□

[illegible]

[illegible]……[illegible]

——[illegible]·[illegible]

[illegible]·[illegible]John Milton[illegible]1667[illegible]*Paradise Lost*[illegible]

[illegible]

[illegible]·[illegible]“[illegible]”[illegible]

[illegible]

[illegible]（Augustine of Hippo）[1][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]（Jacobus Arminius）[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[2][illegible]“[illegible]”[3]

[illegible]“[illegible]”[4][illegible]

[illegible][5][illegible]“[illegible]”[illegible]“[illegible]”[6][illegible]

[illegible]

[illegible]·[illegible]William Blake[illegible][7][illegible]“[illegible]”[illegible][8][illegible]“[illegible]”[illegible][9]

[illegible][10][illegible]

[illegible][11][illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible]
[12]

1/3[illegible]·[illegible]Oliver Cromwell[illegible]“[illegible]”[illegible]“[illegible]”[illegible][13][illegible]1605[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[14]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]……[illegible]”

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][15]

[illegible]·[illegible]Anthony Jay[illegible]“[illegible]”[illegible][16][illegible]

[illegible]“[illegible]”[illegible]“[illegible]

[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’[illegible]”[illegible]“[illegible]”[17]

[illegible]“[illegible]

[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”

[illegible]“[illegible]”[illegible]“[illegible]”[18]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][19]

[illegible]“[illegible]”[illegible]

[illegible]1609[illegible][20][illegible]“[illegible]……[illegible]”[illegible]“[illegible]

[illegible]”[illegible][21][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]Barbara Riebling[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][22]

[illegible]·[illegible]John Carey[illegible][23][illegible]“[illegible]”[illegible]“[illegible]”[illegible][24][illegible]

[illegible]

[illegible]“[illegible]”[illegible]guile[illegible]fraud[illegible]cunning[illegible]trickery[illegible]“[illegible]”[illegible]without guile[illegible]“[illegible]”[illegible]beguiled[illegible]“wiles”[illegible]·[illegible]Thomas Hobbes[illegible]“[illegible]”[illegible][25][illegible]“wiles”[illegible]“[illegible]”

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][26]

[illegible]“plot”[illegible]1605[illegible]11[illegible]5[illegible][27][illegible]“[illegible]”[illegible]“plot”[illegible]“plot”[illegible]“plan”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“plot”[illegible]1755[illegible][28][illegible]“plan”[illegible]“scheme”[illegible]“plot”[illegible]“scheme”[illegible]“[illegible]”[illegible][29]

[illegible]

---

[1] [illegible]

[2] Dennis Danielson□“Milton’s Arminianism and Paradise Lost□” in J.Martin Evans□ed.□*John Milton□Twentieth-Century Perspectives* □London□Routledge□2002□□127.

[3] John Milton□*Paradise Lost*□□Gordon Tesket□□□New York□W.W.Norton & Company□2005□□III□98-99□

[4] *Job* 1□7.

[5] John Carey□“Milton’s Satan□” in Dennis Danielson□ed.□*The Cambridge Companion to Milton* □Cambridge□UK□Cambridge University Press□1999□□160-174.

[6] *Revelation* 12□7-9.

[7] [illegible]

[8] William Blake□*The Marriage of Heaven and Hell* □1790-1793□.

[9] John Milton□*Paradise Lost*□□Gordon Tesket□□□New York□W.W.Norton & Company□2005□□I□645-647.

[10] Gary D.Hamilton□“Milton’s Defensive God□A Reappraisal□” *Studies in Philosophy* 69□no.1□January 1972□□87-100.

[11] Victoria Ann Kahn□*Machiavellian Rhetoric□From Counter Reformation to Milton* □Princeton□NJ□Princeton University Press□1994□□209.

[12] John Milton□*Paradise Lost*□□Gordon Tesket□□□New York□W.W.Norton & Company□2005□□V□787-788□794-802.

[13] Amy Boesky□“Milton’s Heaven and the Model of the English Utopia□” *Studies in English Literature□1500-1900* 36□no.1□Winter 1996□□91-110.

[14] John Milton□*Paradise Lost*□□Gordon Tesket□□□New York□W.W.Norton & Company□2005□□VI□701-703□741□787□813.

[15] John Milton□*Paradise Lost*□□Gordon Tesket□□□New York□W.W.Norton & Company□2005□□I□124□258-259□263□159-160□

[16] Antony Jay□*Management and Machiavelli* □London□Penguin Books□ 1967□□27.

[17] John Milton□*Paradise Lost*□□Gordon Tesket□□□New York□W.W.Norton & Company□2005□□II□60-62□129-130□190-91□208-211□239-244□269-273□296-298□284-286□379-380□345-348□354-358.

[18] John Milton□*Paradise Lost*□□Gordon Tesket□□□New York□W.W.Norton & Company□2005□□IX□465-475□375-378□1149-1152□

[19] John Milton□*Paradise Lost*□□Gordon Tesket□□□New York□W.W.Norton & Company□2005□□XII□537-551□569-570□

[20] □□□□□□□□□□□□□

[21] Barbara Kiefer Lewalski□“Paradise Lost and Milton’s Politics□” in Evans□ed.□*John Milton*□150.

[22] Barbara Riebling□“Milton on Machiavelli□Representations of the State in Paradise Lost□” *Renaissance Quarterly* 49□no.3□Autumn□1996□□573-597.

[23] □□□□□□□□□□□

[24] John Carey□“Milton’s Satan□” in Dennis Danielson□ed.□*The Cambridge Companion to Milton* □Cambridge□UK□Cambridge University Press□1999□□ 165.

[25] Hobbes□*Leviathan*□I.xiii.

[26] Charles Edelman□*Shakespeare’s Military Language□A Dictionary* □London□Athlone Press□2000□□343.

[27] □□□□·□□□□Guy Fawkes□□□□□□□□□□□□□□□□□□□

[28] □□□·□□□□Samuel Johnson□□□□□□□□□□□□□□□

[29] *A Dictionary of the English Language□A Digital Edition of the 1755 Classic* by Samuel Johnson□□Brandi Besalke□□□ http□//johnsonsdictionaryonline.com/.

[illegible] [illegible]

[illegible] [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible][1][illegible]

——[illegible]

[illegible][2][illegible]1879[illegible]*Pirates of Penzance*[illegible]“[illegible]”[illegible]

[illegible]·[illegible]·[illegible]Martin van Creveld[illegible][3][illegible]1800[illegible][4][illegible]1800[illegible]

[illegible]·[illegible]Napoleon Bonaparte[illegible]

1789[illegible][5][illegible]

[illegible]·[illegible]·[illegible]·[illegible]Carl von Clausewitz[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]“strategy”[illegible]

[illegible]“Stratēgos”[6][illegible]·[illegible]Edward Luttwak[illegible][7][illegible]“strategy”[illegible]“stratēgike episteme”[illegible]“stratēgōn sophia”[illegible][8][illegible]“Strategematon”[illegible]“taktike techne”[illegible]“tactics”[illegible]

“strategy”[illegible]“tactics”[illegible]·[illegible]“tactics”[illegible]“[illegible]”[illegible]“strategy”[illegible]“[illegible]”[illegible]900[illegible]*Strategía*[illegible]“Strategos”[illegible]1554[illegible]“[illegible]”[illegible]“[illegible]”[illegible][9]

1770[illegible]Jacques Antoine Hippolyte[illegible]Comte de Guibert[illegible][10][illegible]*Essai général de tactique*[illegible]27[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][11][illegible]1779[illegible]“la stratégique”[illegible][12]

[illegible]“[illegible]”[illegible]Paul Gédéon Joly de Maizeroy[illegible]1771[illegible]“[illegible]”[illegible]“[illegible]la stratégique[illegible]”[illegible]1777[illegible]“Strategie”[illegible]“[illegible]”[illegible]sublime[illegible]“[illegible]……[illegible]”[13][illegible]

[illegible]strategematic[illegible]strategematical[illegible]strategematist[illegible]strategemical[illegible]strategemitor[illegible]stratarchy[illegible]·[illegible]William Gladstone[illegible]stratarithmetry[illegible]strategist[illegible]strategian[illegible]tactician[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][14][illegible]

strategy[illegible]

[illegible]·[illegible]Henry Lloyd[illegible]1745[illegible]“[illegible]”[illegible][15][illegible]“[illegible]”[illegible]line of operations[illegible]·[illegible]·[illegible]·[illegible]

[illegible]Heinrich Dietrich von Bülow[illegible]1790[illegible]1805[illegible]*Practical Guide to Strategy*[illegible]“[illegible]”[illegible][16][illegible]“[illegible]”[illegible]

[illegible]

[illegible]

“[illegible]……[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]Frederick the Great[illegible]1740[illegible]1786[illegible]“[illegible]”[illegible]War of Austrian Succession[illegible]·[illegible]James Q.Whitman[illegible][17][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][18]

[illegible]“[illegible]”[illegible]oblique order[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]·[illegible]Lazar Carnot[illegible]1815[illegible]“[illegible]”[illegible]Levée en masse[illegible]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][19]

[illegible]

[illegible]80[illegible]1812[illegible]9[illegible]7[illegible]25[illegible]7.5[illegible]

[illegible]1812[illegible]1805[illegible]

[illegible]1810[illegible]

[illegible]

[illegible]“[illegible]”[20]

[illegible]

[illegible]·[illegible]Mikhail Kutuzov[illegible]65[illegible]

[illegible]Grande Armée[illegible]45[illegible]1/3[illegible]3.1[illegible]13[illegible]12.5[illegible][21][illegible]

[illegible]

[illegible]“[illegible]”[illegible]·[illegible]（Alexander Mikaberidze）[22][illegible]“[illegible]”。[23]

[illegible]

[illegible]“[illegible]”[illegible]2/3[illegible][24][illegible]

[illegible]1815[illegible]

□□□·□·□□□□□□□□□□□□-□□·□·□□□□□□

[1] □□□□□□

[2] □□□□□□□□□□□□□□□□□·□□□□William Schwenck Gilbert□□□□□□□·□□□Arthur Sullivan□□

[3] □□□□□□□□□□□□□□

[4] Martin van Creveld□*Command in War* □Harvard□MA□Harvard University Press□1985□□18.

[5] R.R.Palmer□“Frederick the Great□Guibert□Bulow□From Dynastic to National War□” in Peter Paret□Gordon A.Craig□and Felix Gilbert□eds.□*Makers of Modern Strategy□From Machiavelli to the Nuclear Age* □Princeton□NJ□Princeton University Press□1986□□91.

[6] □□□□□□□□

[7] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[8] Edward Luttwak□*Strategy□The Logic of War and Peace* □Cambridge□MA□Harvard University Press□1987□□239-240.

[9] Beatrice Heuser□*The Strategy Makers□Thoughts on War and Society from Machiavelli to Clausewitz* □Santa Barbara□CA□Praeger□2009□□1-2□Beatrice Heuser□*The Evolution of Strategy* □Cambridge□UK□Cambridge University Press□2010□□4-5.

[10] □□□□□□□□□□□□□□□

[11] Azar Gat□*The Origins of Military Thought□From the Enlightenment to Clausewitz* □Oxford□Oxford University Press□1989□□Chapter 2.□□R.R.Palmer□“Frederick the Great□Guibert□Bülow□From Dynastic to National War□” in Paret et al.□*Makers of Modern Strategy*.

[12] R.R.Palmer□“Frederick the Great□Guibert□Bulow□From Dynastic to National War□” in Peter Paret□Gordon A.Craig□and Felix Gilbert□eds.□*Makers of Modern Strategy□From Machiavelli to the Nuclear Age* □Princeton□NJ□Princeton University Press□1986□□107.

[13] Heuser□*The Strategy Makers*□3□Hew Strachan□“The Lost Meaning of Strategy□” Survival 47□no.3□August 2005□□35□J-P.Charnay in André Corvisier□ed.□*A Dictionary of Military History and the Art of War*□□□□John Childs□□□Oxford□Blackwell□1994□□769□

[14] □□□□□□□□□□□□□□□□□□

[15] □□“The History of the Late War in Germany”□1766□□□□□Michael Howard□*Studies in War & Peace* □London□Temple Smith□1970□□21.

[16] Peter Paret□*Clausewitz and the State□The Man□His Theories and His Times* □Princeton□NJ□Princeton University Press□1983□□91.

[17] □□□□□□□□□□□

[18] Whitman□The Verdict of Battle□155. “The Instruction of Fredrick the Great for His Generals□1747□”□□*Roots of Strategy□The Five Greatest Military Classics of All Time* □Harrisburg□PA□Stackpole Books□1985□□

[19] *Napoleon’s Military Maxims*□□William E.Cairnes□□□□□□New York□Dover Publications□2004□□

[20] Major-General Petr Chuikevich□□□□Dominic Lieven□*Russia Against Napoleon□The Battle for Europe 1807-1814*□London□Allen Lane□2009□□131□

[21] Dominic Lieven□*Russia Against Napoleon□The Battle for Europe 1807-1814*□London□Allen Lane□2009□□198.

[22] □□□□□□□□

[23] Alexander Mikaberidze□*The Battle of Borodino□Napoleon Against Kutuzov* □London□Pen & Sword□2007□□161□162.

[24] □□□□□□□□□□□□□□□□□□□□□□□□□□□·□□□□□□□□□□□□□□□□□□□□□□□□□□2016□——□□□

[illegible]

[illegible]

——[illegible]

[illegible]·[illegible]·[illegible]1780[illegible]1812[illegible]Convention of Tauroggen[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][1][illegible]“[illegible]”[illegible][2][illegible]

[illegible]——[illegible]*On War*[illegible]

[illegible]1827[illegible]

[illegible][3][illegible]1832[illegible]

[illegible]

[illegible]1812[illegible]“[illegible]”[illegible][4]

[illegible]1779[illegible]1797[illegible]·[illegible]Michel Ney[illegible]1803[illegible]1869[illegible]90[illegible]1813[illegible]general de division[illegible]*Art of War*[illegible]1830[illegible]1838[illegible][5][illegible]“[illegible]”[illegible][6][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[7]

[illegible]·[illegible]John Shy[illegible][8][illegible]“[illegible]”[illegible]“[illegible]”[illegible][9][illegible]

[illegible][10][illegible]

[illegible]

[illegible][11][illegible]·[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[12][illegible]·[illegible]Hew Strachan[illegible][13][illegible]“[illegible]”“[illegible]”[illegible][14]

[illegible]

[illegible][15][illegible][16]“[illegible]”[17]

[illegible]——“[illegible]”——[illegible]·[illegible]Michael Howard[illegible][18][illegible]·[illegible]Peter Paret[illegible][19][illegible]“policy”[illegible]“politics”[illegible][20][illegible]“[illegible]”[illegible]“[illegible]”[illegible][21][illegible]

[illegible]·[illegible]Antulio Echevarria[illegible][22][illegible]

> [illegible]“[illegible]”[illegible][23]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][24]

[illegible]“[illegible]”[illegible]

> [illegible]……[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[25][illegible]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible][26][illegible][27][illegible]“[illegible]”[illegible]“[illegible]”[illegible][28][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][29][illegible]

[illegible][30]“[illegible]”[31][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]……[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][32][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1812[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[33]

[illegible]“[illegible]”[illegible]schwerpunkt[illegible]“[illegible]”“schwerpunkt”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][34][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][35]

[illegible][36][illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]1789[illegible]

[illegible]1815[illegible]“[illegible]”[37][illegible]

[illegible]“[illegible]”[illegible][38][illegible]

[illegible]1805[illegible]

[illegible]“[illegible]”[illegible]“[illegible]

[illegible]”[illegible]“[illegible]”[illegible][39][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][40]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’[illegible]”[41][illegible]

“[illegible]”[illegible]victory[illegible]“[illegible]”[illegible]·[illegible]

[illegible]Brian Bond[illegible][42][illegible]“[illegible]”[43]

---

[1] Carl von Clausewitz[illegible]*The Campaign of* 1812 *in Russia* [illegible]London[illegible]Greenhill Books[illegible]1992[illegible]184.

[2] Carl von Clausewitz[illegible]*On War*[illegible]Michael Howard[illegible]Peter Paret[illegible]Princeton[illegible]NJ[illegible]Princeton University Press[illegible]1976[illegible]Book IV[illegible]Chapter 12[illegible]p.267.

[3] Azar Gat□*The Origins of Military Thought□From the Enlightenment to Clausewitz* □Oxford□Oxford University Press□1989□□□□chap.6□n.5□.

[4] John Shy□“Jomini□” in Paret et al.□*Makers of Modern Strategy*□143-185□□□chap.6□n.2□.

[5] Antoine Henri de Jomini□*The Art of War* □London□Greenhill Books□1992□.

[6] “Jomini and the Classical Tradition in Military Thought□” in Howard□*Studies in War & Peace* □□□chap.6□n.9□□31.

[7] Antoine Henri de Jomini□*The Art of War* □London□Greenhill Books□1992□□69.

[8] □□□□□□□

[9] John Shy□“Jomini□” in Paret et al.□*Makers of Modern Strategy*□152□157□160□146.

[10] Azar Gat□*The Origins of Military Thought□From the Enlightenment to Clausewitz* □Oxford□Oxford University Press□1989□□114□122.

[11] □□□□□□□□□□□□□□□□Christopher Bassford□“Jomini and Clausewitz□Their Interaction□” February 1993□ http□//www.clausewitz.com/readings/Bassford/Jomini/JOMINIX.htm.

[12] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□136.

[13] □□□□□□□□□□

[14] Hew Strachan□“Strategy and Contingency□” *International Affairs* 87□no.6□2011□□1289.

[15] Martin Kitchen□“The Political History of Clausewitz□” *Journal of Strategic Studies* 11□vol.1□March 1988□□27-30.

[16] B.H.Liddell Hart□*Strategy□The Indirect Approach* □London□Faber and Faber□1968□□Martin Van Creveld□*The Transformation of War* □New York□The Free Press□1991□□John Keegan□*A History of Warfare* □London□Hutchinson□1993□.

[17] Jan Willem Honig□“Clausewitz’s On War□Problems of Text and Translation□” in Hew Strachan and Andrews Herberg-Rothe□eds.□*Clausewitz in the Twenty-First Century* □Oxford□Oxford University Press□2007□□57-73.□□□□□□□□Paret□*Clausewitz and the State* □□□chap.6□n.10□□Michael Howard□*Clausewitz* □Oxford□Oxford University Press□1983□□Hew Strachan□*Clausewitz’s On War□A Biography* □New York□Grove/Atlantic Press□2008□□□□

□□□□□Azar Gat□*A History of Military Thought* □□□chap.6□n.5□□□□□□□□Beatrice Heuser□*Reading Clausewitz* □London□Pimlico□2002□□

[18] □□□□□□□□□□□□

[19] □□□□□□□□□□□□□□□□□□□□□□□□□□□

[20] □□□□□·□□□□□Christopher Bassford□□□□□□□□□□□

[21] Christopher Bassford□“The Primacy of Policy and the ‘Trinity’in Clausewitz’s Mature Thought□” in Hew Strachan and Andreas Herberg-Rothe□eds.□*Clausewitz in the Twenty-First Century* □Oxford□Oxford University Press□2007□□74-90□Christopher Bassford□“The Strange Persistence of Trinitarian Warfare□” in Ralph Rotte and Christoph Schwarz□eds.□*War and Strategy* □New York□Nova Science□2011□□45-54.

[22] □□□□□□□□□□□□□□□□□□□□□□□□□□□

[23] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 1□Chapter 1□89.

[24] Antulio Echevarria□*Clausewitz and Contemporary War* □Oxford□Oxford University Press□2007□□96.

[25] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 1□Chapter 7□119-120.

[26] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 3□Chapter 7□177□

[27] Terence Holmes[illegible]□□□□□□□□Terence Holmes□“Planning versus Chaos in Clausewitz’s On War□” *The Journal of Strategic Studies* 30□no.1□2007□□129-151.

[28] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 2□Chapter 1□128□Book 3□Chapter 1□177.

[29] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 1□Chapter 6□117-118□

[30] Paret□“Clausewitz□” in *Makers of Modern Strategy*□203.

[31] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 1□Chapter 7□120.

[32] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 5□Chapter 3□282□Book 3□Chapter 8□195□Chapter 10□202-203□Book 7□Chapter 22□566□572□

[33] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 6□Chapter 1□357□Chapter 2□360□Chapter 5□370□

[34] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□596□485.Antulio J.Echevarria II□“Clausewitz’s Center of Gravity□It’s Not What We Thought□” *Naval War College Review* LVI□no.1□Winter 2003□□108-123.

[35] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 8□Chapter 6□603.□□Hugh Smith□“The Womb of War”□

[36] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 8□Chapter 8□617-637.

[37] Hew Strachan□*Clausewitz’s On War□A Biography* □New York□Grove/Atlantic Press□2008□□163.

[38] “Clausewitz□unfinished note□presumably written in 1830□”□□*On War*□31.□□□□□□□□□□□□1827□□□□□□Clifford J.Rogers□“Clausewitz□Genius□and the Rules□” *The Journal of Military History* 66□October 2002□□1167-1176□

[39] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 1□Chapter 1□87.

[40] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□□□□□□Princeton□NJ□Princeton University Press□1976□□Book 1□Chapter 1□81□

[41] Hew Strachan□*Clausewitz’s On War□A Biography* □New York□Grove/Atlantic Press□2008□□179.

[42] □□□□□□□□

[43] Brian Bond□*The Pursuit of Victory□From Napoleon to Saddam Hussein* □Oxford□Oxford University Press□1996□□47.

[illegible]

[illegible]“[illegible]”[illegible]

——[illegible]

[illegible]“[illegible]”[illegible]·[illegible]·[illegible]John Stuart Mill[illegible][1][illegible]1848[illegible]“[illegible]”[illegible][2]

[illegible]·[illegible]Friedrich List[illegible]“[illegible]”[illegible][3][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][4]

[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Count Leo Tolstoy[illegible]·[illegible]·[illegible]Helmuth von Moltke[illegible]

[illegible]

[illegible]·[illegible]1863[illegible]6[illegible]*War and Peace*[illegible]1812[illegible]“[illegible]”[illegible]

[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[5][illegible]“[illegible]”[illegible]

[illegible]

[illegible]·[illegible]Isaiah Berlin[illegible][6][illegible][7][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible][8][illegible]“[illegible]”[illegible][9][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][10][illegible]1812[illegible]7[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible]“[illegible]‘[illegible]’[illegible]‘[illegible]’[illegible]”[illegible][11]

[illegible][12][illegible]

[illegible]“[illegible]”[illegible]“[illegible]1812[illegible]1812[illegible]”[13][illegible]

[illegible]“[illegible]”[illegible][14][illegible]“[illegible]”[illegible]·[illegible]Gary Saul Morson[illegible][15][illegible]“[illegible]”[illegible][16]

[illegible]

[illegible]

[illegible]·[illegible]

[illegible]1870[illegible]·[illegible]·[illegible]·[illegible]·[illegible]Helmuth Karl Bernhard Graf von Moltke[illegible]“[illegible]”[illegible]1832[illegible][17][illegible]91[illegible]30[illegible]

[illegible]11[illegible]1848[illegible]1857[illegible]100[illegible]1864[illegible]

[illegible]·[illegible]Gunther Rothenberg[illegible]“[illegible]”[illegible]“[illegible]”[illegible][18][illegible]1870[illegible]

[illegible]·[illegible]·[illegible]Otto von Bismarck[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][19][illegible]“[illegible]”[illegible][20]

[illegible]“[illegible]”[illegible]1866[illegible]

[illegible]

[illegible]“[illegible]”[illegible]1866[illegible]100[illegible]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible][21][illegible]

[illegible]1870[illegible]8[illegible]18[illegible]7[illegible]·[illegible]·[illegible]1871[illegible]1[illegible][22][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[23]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1806[illegible]“[illegible]”[illegible]“[illegible]”[24][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][25]

[illegible]“[illegible]”[illegible]

---

[1] [illegible]

[2] Michael Howard□*War and the Liberal Conscience* □London□Maurice Temple Smith□1978□□37-42.

[3] Michael Howard□*War and the Liberal Conscience* □London□Maurice Temple Smith□1978□□48-49□

[4] Carl von Clausewitz□*On War*□□Michael Howard□Peter Paret□[illegible] □Princeton□NJ□Princeton University Press□1976□□Book 1□Chapter 2□90.□□ Thomas Waldman□*War□Clausewitz and the Trinity* □London□Ashgate□2012□□ Chapter 6□

[5] Leo Tolstoy□*War and Peace*□□Louise□Aylmer Maude□□□Oxford□Oxford University Press□1983□□829□

[6] [illegible]

[7] Isaiah Berlin□*The Hedgehog and the Fox* □Chicago□Ivan Dee□1978□.□□□□□□□□□□□□□□□□□□□□Archilocus□□□□□“□□□□□□□□□□□□□□□□□□”□The fox knows many things□but the hedgehog knows one big thing.□

[8] □□□·□□□·□□□Walter Boyce Gallie□□□□□□□□□□□□□□□□□□□

[9] W.Gallie□*Philosophers of Peace and War□Kant□Clausewitz□Marx□Engels and Tolstoy* □Cambridge□UK□Cambridge University Press□1978□□114.

[10] Leo Tolstoy□*War and Peace*□□Louise□Aylmer Maude□□□Oxford□Oxford University Press□1983□□1285.

[11] Leo Tolstoy□*War and Peace*□□Louise□Aylmer Maude□□□Oxford□Oxford University Press□1983□□688□

[12] □□□□·□□□Dominic Lieven□□□□□□□□□□□□□□□□□□□□□□

[13] Dominic Lieven□*Russia Against Napoleon□The Battle for Europe 1807-1814*□London□Allen Lane□2009□□527.

[14] Isaiah Berlin□*The Hedgehog and the Fox* □Chicago□Ivan Dee□1978□□20.

[15] □□□□□□□□□

[16] Gary Saul Morson□“War and Peace□” in Donna Tussing Orwin□ed.□*The Cambridge Companion to Tolstoy* □Cambridge□UK□Cambridge University Press□2002□□65-79.

[17] Michael D.Krause□“Moltke and the Origins of the Operational Level of War□” in Michael D.Krause and R.Cody Phillip□eds.□*Historical Perspectives of the Operational Art* □Center of Military History□United States Army□Washington□DC□2005□□118□130.

[18] Gunther E.Rothenberg□“Moltke□Schlieffen□and the Doctrine of Strategic Envelopment□” in Paret□ed.□*Makers of Modern Strategy*□298□□□chap.6□n.2□.

[19] □□Helmuth von Moltke□“Doctrines of War□” in Lawrence Freedman□ed.□*War* □Oxford□Oxford University Press□1994□□220-221.

[20] Echevarria□*Clausewitz and Contemporary War*□142□□□chap.7□n.18□□

[21] Hajo Holborn□“The Prusso-German School□Moltke and the Rise of the General Staff□” in Paret□ed.□*Makers of Modern Strategy*□288.

[22] Rothenberg□“Moltke□Schlieffen□and the Doctrine of Strategic Envelopment□”305.

[23] John Stone□*Military Strategy□The Politics and Technique of War* □London□Continuum□2011□□43-47.

[24] Krause□“Moltke and the Origins of the Operational Level of War□”142.

[25] Walter Goerlitz□*The German General Staff* □New York□Praeger□1953□□92.□□□Justin Kelly and Mike Brennan□*Alien□How Operational Art Devoured Strategy* □Carlisle□PA□US Army War College□2009□□24□

[illegible]

[illegible]

——[illegible]·[illegible]·[illegible]

[illegible]·[illegible]Hans Delbrück[illegible]Niederwerfungsstrategie[illegible]1827[illegible][1][illegible]Ermattungsstrategie[illegible]exhaustion[illegible]attrition[illegible]

[illegible]“[illegible]”[illegible]

[illegible][2][illegible]

[illegible]

1861[illegible]1865[illegible]

[illegible]·[illegible]·[illegible]Dennis Hart Mahan[illegible][3][illegible]“[illegible]”[illegible]·[illegible]Henry Halleck[illegible]*Life of Napoleon*[illegible]

> [illegible][4]

[illegible]“[illegible]”[illegible]·[illegible]George McLellan[illegible]

[illegible][5][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible]1862[illegible]“[illegible]”[6][illegible]“[illegible]”[illegible]“[illegible]”[7]

[illegible]·E.[illegible]Robert E.Lee[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]Ulysses Grant[illegible]“[illegible]”[illegible][8][illegible]·[illegible]William Tecumseh Sherman[illegible]

[illegible]1863[illegible]1[illegible]Emancipation Proclamation[illegible]“[illegible]”[illegible]1865[illegible]10%[illegible]·[illegible]Jefferson Davis[illegible]“[illegible]”[illegible]“[illegible]……[illegible]”[9]

[illegible]

[illegible]

[illegible]1870[illegible]1870[illegible]1871[illegible]“[illegible]”[illegible]

[10][illegible]·[illegible]Douglas Haig[illegible][11][illegible]“[illegible]”[illegible]·[illegible]Ardant du Picq[illegible][12][illegible]1870[illegible]*Etudes sur le combat*[illegible]*Battle Studies*[illegible]1880[illegible]·[illegible]Ferdinand Foch[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][13][illegible]“[illegible]”[illegible]

[illegible]1871[illegible]

[illegible]·[illegible]·[illegible]Alfred von Schlieffen[illegible]1891[illegible]“[illegible]”[illegible]“[illegible]”[illegible][14][illegible]

[illegible]1906[illegible]“[illegible]”[illegible][15][illegible]1914[illegible]1911[illegible]12[illegible]

> [illegible][16]

[illegible]1914[illegible]8[illegible]1914[illegible]“[illegible]”[17][illegible]

[illegible]

[illegible]

[illegible]1871[illegible]

[illegible]

[illegible]

[illegible]1805[illegible]

[illegible]1886[illegible]·[illegible]·[illegible]（Alfred Thayer Mahan）[illegible]

[illegible]1812[illegible]1896[illegible]1914[illegible][18][illegible]“[illegible]”[illegible][19][illegible]

[illegible][20][illegible]“[illegible]”[illegible][21][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][22][illegible]“[illegible]”[illegible]“[illegible]”[23][illegible][24]

[illegible]

[illegible]·[illegible]·[illegible]Alfred von Tirpitz[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][25]

[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][26][illegible]·[illegible]Sir Julian Corbett[illegible]1805[illegible]

[illegible][27][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[28]

[illegible][29][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][30][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]……[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]

[illegible]”[31][illegible]

1915[illegible]

[illegible]

[illegible]·[illegible]1907[illegible]

[illegible]·[illegible]Sir Halford Mackinder[illegible]“[illegible]”[illegible]1904[illegible][32][illegible]

1905[illegible]“[illegible]”[33][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][34][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

1918[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[35][illegible]1904[illegible]

[illegible]“[illegible]”[illegible][36][illegible]

[illegible]“[illegible]”[illegible]·[illegible]Rudolf Kjellén[illegible][37][illegible]·[illegible]Friedrich Ratzel[illegible][38][illegible]·[illegible]Karl Haushofer[illegible][39][illegible][40][illegible]autarky[illegible]“lebensraum”[illegible][41][illegible]

---

[1] Gordon Craig[illegible]“Delbrück[illegible]The Military Historian[illegible]” in Paret[illegible]ed.[illegible]*Makers of Modern Strategy*[illegible]326-353[illegible]chap.6[illegible]n.2[illegible]

[2] Azar Gat[illegible]*The Development of Military Thought*[illegible]*The Nineteenth Century* [illegible]Oxford[illegible]Clarendon Press[illegible]1992[illegible]106-107.

[3] [illegible]·[illegible]·[illegible]

[4] [illegible]Mahan in Russell F.Weigley[illegible]“American Strategy from Its Beginnings through the First World War[illegible]” in Paret[illegible]ed.[illegible]*Makers of Modern Strategy*[illegible]415.

[5] Donald Stoker□The Grand Design□Strategy and the US Civil War□New York□Oxford University Press□2010□□78-79.

[6] David Herbert Donald□*Lincoln* □New York□Simon and Schuster□1995□□389□499□Stoker□*The Grand Design*□229-230.

[7] Donald Stoker□The Grand Design□Strategy and the US Civil War□New York□Oxford University Press□2010□□405.

[8] Mahan in Russell F.Weigley□"American Strategy from Its Beginnings through the First World War□" in Paret□ed.□*Makers of Modern Strategy*□432-433.

[9] Donald Stoker□The Grand Design□Strategy and the US Civil War□New York□Oxford University Press□2010□□232.

[10] Azar Gat□*The Development of Military Thought□The Nineteenth Century* □Oxford□Clarendon Press□1992□□144-145.

[11] [illegible]

[12] [illegible]

[13] Ardant du Picq□"Battle Studies□" in Curtis Brown□ed.□*Roots of Strategy*□Book 2□Harrisburg□PA□Stackpole Books□1987□□153□Robert A.Nye□*The Origins of Crowd Psychology□Gustave Le Bon and the Crisis of Mass Democracy in the Third Republic* □London□Sage□1974□.

[14] Gordon Craig□"Delbrück□The Military Historian□" in Paret□ed.□*Makers of Modern Strategy*□312.

[15] [illegible]*War in History*[illegible]Terence Zuber[illegible]"[illegible]"□Terence Zuber□"The Schlieffen Plan Reconsidered□" *War in History* VI□1999□□262-305.□□*Inventing the Schlieffen Plan* □Oxford□Oxford University Press□2003[illegible]Terence Holmes□"The Reluctant March on Paris□A Reply to Terence Zuber's 'The Schlieffen Plan Reconsidered□'" *War in History* VIII□2001□□208-232.A.Mombauer□"Of War Plan and War Guilt□The Debate Surrounding the Schlieffen Plan□" *Journal of Strategic Studies* XXVIII□2005□□857-858□R.T.Foley□"The Real Schlieffen Plan□" *War in History* XIII□2006□□91-115□Gerhard P.Groß□"There Was a Schlieffen Plan□New Sources on the History of German Military Planning□" *War in History* XV□2008□□389-431.

[16] □□□R.T.Foley□"The Real Schlieffen Plan□" *War in History* XIII□2006□□109□

[17] Hew Strachan□"Strategy and Contingency□" *International Affairs 87*□no.6□2011□□1290.

[18] □□□50□□□□□□□□□□□□□□□□□□□□20□□□□□□□□□□□□□□□□□□□□□□□□□□□□□*The Influence of Sea Power Upon History*□*1660-1783*□Boston□Little□Brown□and Company□1890□and *The Influence of Sea Power Upon the French Revolution and Empire*□*1793-1812*□Boston□Little□Brown□and Company□1892□.

[19] Mahan□*The Influence of Sea Power Upon the French Revolution and Empire*□400-402.

[20] Jon Tetsuro Sumida□*Inventing Grand Strategy and Teaching Command*□*The Classic Works of Alfred Thayer Mahan Reconsidered* □Washington□DC□Woodrow Wilson Center Press□1999□.

[21] Robert Seager□*Alfred Thayer Mahan*□*The Man and His Letters* □Annapolis□U.S.Naval Institute Press□1977□.□□□□Dirk Böker□*Militarism in a Global Age*□*Naval Ambitions in Germany and the United States Before World War I* □Ithaca□NY□Cornell University Press□2012□□103-104.

[22] Alfred Mahan□*Naval Strategy Compared and Contrasted with the Principles and Practice of Military Operations on Land*□*Lectures Delivered at U.S.Naval War College*□*Newport*□*R.I.*□*Between the Years 1887 and 1911* □Boston□Little□Brown□and Company□1911□□6-8.

[23] Mahan□*The Influence of Sea Power Upon the French Revolution*□v-vi.

[24] Seager□Alfred Thayer Mahan□546.□□□□□□*Naval Strategy Compared and Contrasted*□

[25] Dirk Böker□*Militarism in a Global Age*□*Naval Ambitions in Germany and the United States Before World War I* □Ithaca□NY□Cornell University Press□2012□□104-107.

[26] □□□Liam Cleaver□"The Pen Behind the Fleet□The Influence of Sir Julian Stafford Corbett on British Naval Development□1898-1918□" *Comparative Strategy* 14□January 1995□□52-53.

[27] Barry M.Gough□"Maritime Strategy□The Legacies of Mahan and Corbett as Philosophers of Sea Power□" *The RUSI Journal* 133□no.4□December 1988□□55-62.

[28] Donald M.Schurman□*Julian S.Corbett*□*1854-1922*□London□Royal Historical Society□1981□□54.□□□□Eric Grove□"Introduction□" in *Julian Corbett*□*Some Principles of Maritime Strategy* □Annapolis□U.S.Naval Institute Press□1988□□□□□1911□□□□□□1988□□□□□□□□□□□□□1909□□"The Green Pamphlet"□□□□□Azar Gat□*The Development of Military Thought*□*The Nineteenth Century*.

[29] □□□□□□□□□□□□□□□□□□□Michael Handel□*Masters of War*□*Classical Strategic Thought* □London□Frank Cass□2001□□□18□□

[30] Julian Corbett□*Some Principles of Maritime Strategy* □Annapolis□U.S.Naval Institute Press□1988□□62-63.

[31] Julian Corbett□*Some Principles of Maritime Strategy* □Annapolis□U.S.Naval Institute Press□1988□□16□91□25□152□160□

[32] H.J.Mackinder□"The Geographical Pivot of History□" *The Geographical Journal* 23□1904□□421-444.

[33] H.J.Mackinder□"Manpower as a Measure of National and Imperial Strength□" *National and English Review* 45□1905□□136-143□□□□Lucian Ashworth□"Realism and the Spirit of 1919□Halford Mackinder□Geopolitics and the Reality of the League of Nations□" *European Journal of International Relations* 17□no.2□June 2011□□279-301□□□Mackinder□□□□□B.W.Blouet□*Halford Mackinder□A Biography* □College Station□Texas A&M University Press□1987□□

[34] H.J.Mackinder□*Democratic Ideals and Reality□A Study in the Politics of Reconstruction* □Suffolk□Penguin Books□1919□□86□Geoffrey Sloan□"Sir Halford J.Mackinder□The Heartland Theory Then and Now□" *Journal of Strategic Studies* 22□2-3□1999□□15-38.

[35] H.J.Mackinder□*Democratic Ideals and Reality□A Study in the Politics of Reconstruction* □Suffolk□Penguin Books□1919□□86□Geoffrey Sloan□"Sir Halford J.Mackinder□The Heartland Theory Then and Now□" *Journal of Strategic Studies* 22□2-3□1999□□194□

[36] H.J.Mackinder□"The Geographical Pivot of History□" *The Geographical Journal* 23□1904□□437.

[37] □□□□□□□□□□□□□□□□

[38] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[39] □□□□□□□□□□□□□□□□□□□□□□□□□□

[40] Ola Tunander□"Swedish-German Geopolitics for a New Century—Rudolf Kjellén's 'The State as a Living Organism□'" *Review of International Studies* 27□3□2001□□451-463.

[41] □□ Colin Gray□*The Geopolitics of Super Power* □Lexington□University Press of Kentucky□1988□□□□□Colin Gray□"In Defence of the Heartland□Sir Halford Mackinder and His Critics a Hundred Years On□" *Comparative Strategy* 23□no.1□2004□□9-25□

[illegible]

[illegible]——[illegible]——[illegible]

——[illegible]·[illegible]·[illegible]1908[illegible]

[illegible]1914[illegible]8[illegible]——[illegible][1][illegible]1918[illegible]3[illegible]

[illegible]“[illegible]”1917[illegible]“[illegible]”[2]

[illegible]——[illegible]——[illegible]

[illegible]

[illegible]1915[illegible]1917[illegible]162[illegible]432[illegible]·[illegible]Hugh Trenchard[illegible]

[illegible]·[illegible]Nap Gorrell[illegible]“[illegible]”[illegible]“[illegible]”[illegible][3]

[illegible]·[illegible]Billy Mitchell[illegible]·[illegible]Giulio Douhet[illegible]·[illegible]Gianni Caproni[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1911[illegible]

[illegible]1921[illegible]*Command in the Air*[illegible][4][illegible]1927[illegible][5][illegible]

[illegible]·[illegible]Azar Gat[illegible][6][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[7]

[illegible]“[illegible]”[illegible]·[illegible]Stanley Baldwin[illegible]1932[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1937[illegible]·[illegible]Hugh Dowding[illegible]“[illegible]”[illegible][8]

[illegible]1927[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible][9][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]1917[illegible]

[illegible]

> [illegible][10]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][11]

[illegible]

[illegible]·[illegible]Gustave Le Bon[illegible][illegible]1908[illegible]·[illegible]·[illegible]Herbert George Wells[illegible]*War in the Air*[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

> [illegible]

[illegible]“[illegible]”[illegible][12]

[illegible]

[illegible]——[illegible]——[illegible]

[illegible]

[illegible]·[illegible]·[illegible]·[illegible]John Frederick Charles Fuller[illegible]“[illegible]”[illegible]Boney[illegible]1916[illegible]Tank Corps[illegible]1918[illegible]“1919[illegible]”[illegible]

[illegible]1918[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“1919[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]·[illegible]Brian Holden Reid[illegible]“[illegible]”[illegible]1918[illegible]1923[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[13][illegible]

[illegible]“[illegible]”[illegible][14]

[illegible]“[illegible]”[illegible][15][illegible]*The Reformation of War*[illegible]super-men[illegible]super-monkey[illegible]*The Foundations of the Science of War*[illegible][16][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][17][illegible]·[illegible]Frederick Taylor[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

> [illegible][18]

[illegible]

---

[1] Isabel Hull[illegible]Isabel V.Hull[illegible] *Absolute Destruction*[illegible]*Military Culture and the Practices of War in Imperial Germany* [illegible]Ithaca[illegible]NY[illegible]Cornell University Press[illegible]2005[illegible].

[2] Gordon Craig[illegible]“Delbrück[illegible]The Military Historian[illegible]” in Paret[illegible]ed.[illegible]*Makers of Modern Strategy*[illegible]348[illegible]chap.9[illegible]n.1[illegible]

[3] [illegible]Mark Clodfelter[illegible]*Beneficial Bombing*[illegible]*The Progressive Foundations of American Air Power 1917-1945*[illegible]Lincoln[illegible]University of Nebraska Press[illegible]2010[illegible].

[4] [illegible]Thomas Hippler[illegible]“Democracy and War in the Strategic Thought of Guilio Douhet[illegible]” in Hew Strachan and Sibylle Scheipers[illegible]eds.[illegible]*The Changing Character of War* [illegible]Oxford[illegible]Oxford University Press[illegible]2011[illegible]170[illegible]

[5] Giulio Douhet[illegible]The Command of the Air[illegible]Dino Ferrari[illegible]Washington[illegible]DC[illegible]Office of Air Force History[illegible]1983[illegible]1942[illegible]William

Mitchell□*Winged Defense□The Development and Possibilities of Modern Air Power-Economic and Military* □New York□G.P.Putnam’s Sons□1925□□□□□□□□□□□□□Nino Salvaneschi□□1917□□□□□□□□□□□□□□□□*Let Us Kill the War□Let Us Aim at the Heart of the Enemy*□David MacIsaac□“Voices from the Central Blue□The Airpower Theorists□” in Peter Paret□ed.□*Makers of Modern Strategy*□624-647 □□□chap.6□n.2□□

[6] Azar Gat□*Fascist and Liberal Visions of War□Fuller□Liddell Hart□Douhet□and Other Modernists* □Oxford□Clarendon Press□1998□.

[7] Sir Charles Webster and Noble Frankland□*The Strategic Air Offensive Against Germany*□4 vols.□London□Her Majesty’s Stationery Office□1961□□vol.4□2□74.

[8] Sir Hugh Dowding□“Employment of the Fighter Command in Home Defence□” Naval War College Review 45□Spring 1992□□36.Reprint of 1937 lecture to the RAF Staff College.

[9] David S.Fadok□“John Boyd and John Warden□Airpower’s Quest for Strategic Paralysis□” in Col.Phillip S.Meilinger□ed.□*Paths of Heaven* □Maxwell Air Force Base□AL□Air University Press□1997□□382.

[10] Giulio Douhet□The Command of the Air□□Dino Ferrari□□□Washington□DC□Office of Air Force History□1983□.

[11] Phillip S.Meilinger□“Giulio Douhet and the Origins of Airpower Theory□” in Phillip S.Meilinger□ed.□*Paths of Heaven*□27□Bernard Brodie□“The Heritage of Douhet□” *Air University Quarterly Review* 6□Summer 1963□□120-126.

[12] □□

[13] Brian Holden Reid□*J.F.C.Fuller□Military Thinker* □London□Macmillan□1987□□55□51□73.

[14] Brian Holden Reid□*J.F.C.Fuller□Military Thinker* □London□Macmillan□1987□□Anthony Trythell□*‘Boney’Fuller□The Intellectual General* □London□Cassell□1977□□Gat□*Fascist and Liberal Visions of War*□

[15] Azar Gat□*Fascist and Liberal Visions of War□Fuller□Liddell Hart□Douhet□and Other Modernists* □Oxford□Clarendon Press□1998□□40-41.

[16] J.F.C.Fuller□*The Foundations of the Science of War* □London□Hutchinson□1925□□47.

[17] J.F.C.Fuller□*The Foundations of the Science of War* □London□Hutchinson□1925□□35□

[18] J.F.C.Fuller□*The Foundations of the Science of War* □London□Hutchinson□1925□□141□

[illegible] [illegible]

[illegible]

——[illegible]·[illegible]·[illegible]·[illegible]

[illegible]·[illegible][1][illegible]·[illegible]·[illegible]·[illegible]·[illegible]·[illegible]·[illegible][2][illegible]“[illegible]”[illegible]

[illegible]·[illegible]“[illegible]”[illegible]1920[illegible]*The Army Quarterly*[illegible]T.E. [illegible]·[illegible]·[illegible]·[illegible][3][illegible]1922[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]

[illegible]·[illegible]·[illegible]“[illegible]”[illegible]

[illegible]*The Ghost of Napoleon*[illegible][4][illegible]“[illegible]”[illegible]

[illegible]·[illegible]——[illegible][5][illegible]·[illegible]·[illegible]Samuel Griffith[illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’”[illegible]“[illegible]”[illegible]·[illegible]1927[illegible]“[illegible]”[6][illegible]·[illegible][7][illegible]·[illegible]1927[illegible]“[illegible]”[illegible]·[illegible]*The Decisive War of History*[illegible]*Strategy*[illegible]*The Indirect Approach*[illegible]·[illegible]Lionel Giles[illegible]“[illegible]”[illegible]

[illegible]·[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible][8]

[illegible][9]

[illegible]·[illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’”[illegible]·[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible][10][illegible]·[illegible]·[illegible]·[illegible]

[illegible]·[illegible]·[illegible]

[illegible]·[illegible]“[illegible]”[illegible][11][illegible]——[illegible]——[illegible]·[illegible]·[illegible]

[illegible]

[illegible]

——[illegible]·[illegible]

[illegible]1940[illegible]“[illegible]”[illegible]1940[illegible]5[illegible]10[illegible]10[illegible]

[illegible]·[illegible]Richard Betts[illegible][12][illegible]1941[illegible]

[illegible]·[illegible]Ian Kershaw[illegible][13]

[illegible]·[illegible]

[illegible]

[illegible]·[illegible]“[illegible]”[illegible][14]

[illegible]“[illegible]”[illegible]1/3[illegible]

[illegible]·[illegible]Eliot Cohen[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][15]

[illegible]“[illegible]”[illegible]·[illegible][16]

[illegible]——[illegible]——[illegible]

[illegible]“[illegible]”[illegible][17][illegible]——[illegible]——[illegible]

[illegible]1942[illegible]1812[illegible]

[illegible]

[illegible]1940[illegible]

[illegible]·[illegible]

[illegible]1943

[illegible]

[illegible]——[illegible]

[illegible]

[illegible]18[illegible]“[illegible]……[illegible]……[illegible]”[18]

---

[1] [illegible]·[illegible]Hew Strachan□“‘The Real War’□Liddell Hart□Crutwell□and Falls□” in Brian Bond□ed.□*The First World War and British Military History* □Oxford□Clarendon Press□1991□□

[2] John Mearsheimer□*Liddell Hart and the Weight of History* □London□Brassey’s□1988□. Gat[illegible]·[illegible]Mearsheimer[illegible]Azar Gat□“Liddell Hart’s Theory of Armoured Warfare□Revising the Revisionists□” *Journal of Strategic Studies* 19□1996□□1-30.

[3] Gat□*Fascist and Liberal Visions of War*□146-160□□□chap.7□n.5□.

[4] Basil Liddell Hart□*The Ghost of Napoleon* □London□Faber and Faber□1933□□125-126.

[5] Christopher Bassford□*Clausewitz in English□The Reception of Clausewitz in Britain and America□1815-1945*□New York□Oxford University Press□1994□□Chapter 15.

[6] Griffiths□*Sun Tzu*□vii□□□chap.4□n.5□□

[7] Alex Danchev□*Alchemist of War□The Life of Basil Liddell Hart* □London□Weidenfeld & Nicolson□1998□.

[8] Brian Holden Reid□*J.F.C.Fuller□Military Thinker* □London□Macmillan□1987□□159□□□chap.10□n.13□□

[9] Basil Liddell Hart□*Strategy□The Indirect Approach* □London□Faber and Faber□1954□□335□339□341□344.

[10] Brian Bond□*Liddell Hart□A Study of his Military Thought* □London□Cassell□1977□□56.

[11] Basil Liddell Hart□*Paris□or the Future of War* □London□Kegan Paul□1925□□12.[illegible]·[illegible]“[illegible]Hull[illegible]”Basil Liddell Hart□*Paris□or the Future of War* □New York□Dutton□1925□□39.

[12] Richard K.Betts□“Is Strategy an Illusion□” *International Security* 25□2□Autumn 2000□□11.

[13] Ian Kershaw□*Fateful Choices□Ten Decisions That Changed the World□1940-1941*□New York□Penguin Press□2007□□47.

[14] [illegible]“[illegible]”[illegible]“[illegible]”[illegible]Winston S.Churchill□*The Second World War□Their Finest Hour*□vol.2□London□Penguin□1949□□157.Reynolds[illegible]1948[illegible]“[illegible]……[illegible]”[illegible]1940[illegible]1948[illegible]David Reynolds□*In Command of History□Churchill Fighting and Writing the Second World War* □New York□Random House□2005□□172-173.

[15] Eliot Cohen□“Churchill and Coalition Strategy□” in Paul Kennedy□ed.□*Grand Strategies in War and Peace* □New Haven□CT□Yale University Press□1991□□66.

[16] Max Hastings□*Finest Years□Churchill as Warlord 1940-45*□London□Harper-Collins□2010□□Chapter 1.

[17] [illegible]3.5[illegible]90%[illegible]80%□

[18] Winston Churchill□*The Second World War□The Grand Alliance*□vol.3□London□Penguin□1949□□607-608.

[illegible] [illegible]

[illegible]

——J.[illegible]·[illegible]

[illegible]1947[illegible]·[illegible]Walter Lippmann[illegible]“[illegible]”[illegible][1][illegible]“la guerre froide”[2][illegible][3][illegible][4]

[illegible]1945[illegible]10[illegible]·[illegible]George Orwell[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]……[illegible]”[illegible]“[illegible]”[illegible][5][illegible]“[illegible]”[illegible]

[illegible]·[illegible]Bernard Brodie[illegible]“[illegible]”[6][illegible]“[illegible]”[7][illegible]“[illegible]”[illegible]

[illegible]

[illegible]——[illegible]——[illegible]“[illegible]”1949[illegible]“[illegible]”[illegible]“[illegible]”。

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”。[8][illegible]

[illegible][9][illegible]——[illegible]——[illegible][10][illegible]

[illegible]“[illegible]”[illegible]·[illegible]-[illegible]（Sharon Ghamari-Tabrizi）[illegible]“[illegible]”。[11][illegible]

[illegible]

[illegible]·[illegible]Philip Mirowski[illegible][12][illegible]“[illegible]”[illegible]Cyborg sciences[illegible]“[illegible]”[illegible][13][illegible]——[illegible]——[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]1961[illegible]·[illegible]Hedley Bull[illegible]“[illegible]”[illegible]Strategic man[illegible]“[illegible]”[illegible]“[illegible]”[illegible][14][illegible]·F.[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][15]

[illegible]·[illegible]（Robert McNamara）[illegible]·[illegible]（Charles Hitch）[illegible]1960[illegible]“[illegible]”[16][illegible]

[illegible]·[illegible]“[illegible]IBM”[illegible][17][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][18]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]

[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][19]

[illegible]

[illegible]·[illegible]·[illegible]John von Neumann[illegible]·[illegible]Oskar Morgenstern[illegible]1944[illegible]

[illegible]·[illegible]Jacob Bronowski[illegible]·[illegible]

> “[illegible]”[illegible]“[illegible]”[20]

[illegible]

[illegible]·[illegible]“[illegible]”[illegible]minimax[illegible]

[illegible]1928[illegible]“[illegible]”[illegible]“[illegible]”[illegible][21]

[illegible]·[illegible]“[illegible]”[illegible]641[illegible]5[illegible]4000[illegible][22][illegible]·[illegible]1959[illegible]·[illegible][23]

[illegible]·[illegible]·[illegible]John McDonald[illegible]*Strategy in Poker*[illegible]*Business and War*[illegible]1949[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][24]

[illegible]

1954[illegible]·[illegible]Jessie Bernard[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]——“[illegible]”[25][illegible]“[illegible]”[illegible]

[illegible]

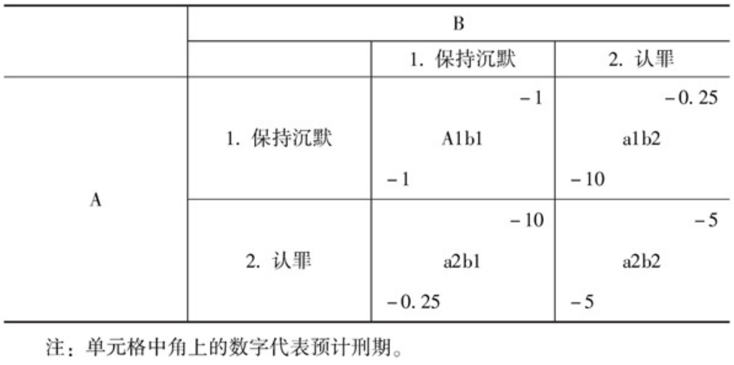
[illegible]·[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Merrill Flood[illegible]·[illegible]Melvin Dresher[illegible]·[illegible]

[illegible]Albert Tucker[illegible]1950[illegible]5[illegible]3[illegible]10[illegible]

[illegible]12-1[illegible]AB[illegible]A[illegible]B[illegible]10[illegible]5[illegible]B[illegible]A[illegible]B[illegible]B[illegible]A[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]12-1



		B	
		1. 保持沉默	2. 认罪
A	1. 保持沉默	−1 A1b1 −1	−0.25 a1b2 −10
	2. 认罪	−10 a2b1 −0.25	−5 a2b2 −5

注：单元格中角上的数字代表预计刑期。

[illegible]

□□

---

[1] Walter Lippmann□*The Cold War* □Boston□Little Brown□1947□.

[2] □□□□□“□□”□

[3] Ronald Steel□*Walter Lippmann and the American Century* □London□Bodley Head□1980□□445.□□□□□□□□Herbert Swope□□□□□□Bernard Baruch□□“□□□□”□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□——□□□□□□□□□□”□□□□“□□”□□□□□“□□”□□□□□□□□□□□□□William Safire□*Safire’s New Political Dictionary* □New York□Oxford University Press□2008□□134-135.

[4] □□□□□□□□□□□□□□□□□□□□□□□□□□·□□□□□□□□□□□□□“X”□□□X□“The Sources of Soviet Conduct□” *Foreign Affairs* 7□1947□□566-582.

[5] George Orwell□“You and the Atomic Bomb□” *Tribune*□October 19□1945.□□□Sonia Orwell and Ian Angus□eds.□*The Collected Essays□Journalism and Letters of George Orwell*□vol.4□New York□Harcourt Brace Jovanovich□1968□□8-10.

[6] Barry Scott Zellen□*State of Doom□Bernard Brodie□the Bomb and the Birth of the Bipolar World* □New York□Continuum□2012□□27.

[7] Bernard Brodie□ed.□*The Absolute Weapon* □New York□Harcourt□1946□□52.

[8] Bernard Brodie□“Strategy as a Science□” *World Politics* 1□no.4□July 1949□□476.

[9] Patrick Blackett□*Studies of War□Nuclear and Conventional* □New York□Hill & Wang□1962□□177.

[10] Paul Kennedy□*Engineers of Victory□The Problem Solvers Who Turned the Tide in the Second World War* □London□Allen Lane□2013□.

[11] Sharon Ghamari-Tabrizi□“Simulating the Unthinkable□Gaming Future War in the 1950s and 1960s□” *Social Studies of Science* 30□no.2□April 2000□□169□170.

[12] □□□□□□□□□□□□□□□□□□□□□□□□

[13] Philip Mirowski□*Machine Dreams□Economics Becomes Cyborg Science* □Cambridge□Cambridge University Press□2002□□12-17.

[14] Hedley Bull□*The Control of the Arms Race* □London□Weidenfeld & Nicolson□1961□□48.

[15] Hedley Bull□"Strategic Studies and Its Critics□" *World Politics* 20□no.4□July 1968□□593-605.

[16] Charles Hitch and Roland N.McKean□*The Economics of Defense in the Nuclear Age* □Cambridge□MA□Harvard University Press□1960□.

[17] Deborah Shapley□*Promise and Power□The Life and Times of Robert McNamara* □Boston□Little□Brown & Co.□1993□□102-103.

[18] Thomas D.White□"Strategy and the Defense Intellectuals□" *The Saturday Evening Post*□May 4□1963□□□□Alain Enthoven and Wayne Smith□*How Much Is Enough*□□New York□London□Harper & Row□1971□□78.□□□□□□□□□□□□□□□□Stephen Rosen□"Systems Analysis and the Quest for Rational Defense□" *The Public Interest* 76□Summer 1984□□121-159□

[19] Bernard Brodie□*War and Politics* □London□Cassell□1974□□474-475.

[20] □□□William Poundstone□*Prisoner's Dilemma* □New York□Doubleday□1992□□6.

[21] Oskar Morgenstern□"The Collaboration between Oskar Morgenstern and John von Neumann□" *Journal of Economic Literature* 14□no.3□September 1976□□805-816.E.Roy Weintraub□*Toward a History of Game Theory* □London□Duke University Press□1992□□R.Duncan Luce and Howard Raiffa□*Games and Decisions□Introduction and Critical Survey* □New York□John Wiley & Sons□1957□.

[22] William Poundstone□*Prisoner's Dilemma* □New York□Doubleday□1992□□8.

[23] Philip Mirowski□"Mid-Century Cyborg Agonistes□Economics Meets Operations Research□" *Social Studies of Science* 29□1999□□694.

[24] John McDonald□*Strategy in Poker□Business & War* □New York□W.W.Norton□1950□□14□69□126.

[25] Jessie Bernard□"The Theory of Games of Strategy as a Modern Sociology of Conflict□" *American Journal of Sociology* 59□1954□□411-424.

[illegible]

[illegible]

——[illegible]·[illegible]·[illegible]

[illegible]“[illegible]”[illegible]200[illegible]B-29[illegible]1949[illegible]8[illegible]

[illegible]1953[illegible]·[illegible]·[illegible]1954[illegible]1[illegible]·[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible][1]

[illegible]“[illegible]”[illegible]——[illegible]“[illegible]”[illegible][2][illegible]

[illegible]

[illegible]deterrence[illegible]deterre[illegible]·[illegible]Richard Overy[illegible]“[illegible]1945[illegible]”[illegible][3]

[illegible]·[illegible]·[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible][4][illegible]

[illegible]（deterrence by denial）[illegible][5][illegible]（deterrence by punishment）[illegible]

[illegible]·[illegible]（Herman Kahn）[illegible][6][illegible]（extended deterrence）[illegible]——[illegible]

[illegible]

[illegible]·[illegible]Thomas Schelling[illegible]·[illegible]·[illegible]Albert Wohlstetter[illegible]·[illegible]·[illegible]“[illegible]”[illegible][7][illegible]“[illegible]”[illegible][8]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][9][illegible]

[illegible]2005[illegible]“[illegible]”[10][illegible][11]

[illegible]“[illegible]”[illegible][12][illegible]“[illegible]”[illegible][13][illegible]“[illegible]”[illegible]payoff matrix[illegible]“[illegible]”[illegible][14]

[illegible]“[illegible]”[illegible]1949[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][15][illegible]“[illegible]”[illegible]“[illegible]”[illegible]——“[illegible]”[16][illegible]·[illegible][17][illegible]-[illegible]Bruce-Briggs[illegible][18][illegible]“[illegible]”[illegible][19]

[illegible][20][illegible]Luce[illegible]Raiffa[illegible]*Games and Decisions*[illegible][21][illegible]“[illegible]”[illegible]1956[illegible]1958[illegible]1959[illegible][22][illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]

[illegible]”[illegible]“[illegible]”[illegible][23]

[illegible]“[illegible]‘[illegible]’[illegible]‘[illegible]’[illegible]”[24][illegible]“[illegible]”[illegible]——[illegible]——[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][25]

[illegible]

[illegible]“[illegible]”[illegible][26][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]The Threat That Leaves Something To Chance[illegible]“[illegible]”[illegible][27][illegible]

> [illegible][28]

[illegible]“[illegible]”[illegible][29][illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]the game of chicken[illegible]

[illegible]13-1

		比尔	
		1. 转向	2. 不转向
本	1. 转向	0 a1b1 0	+20 a1b2 −20
	2. 不转向	−20 a2b1 +20	−100 a2b2 −100

注：单元格角上的数字代表不同结果的价值。

[illegible]

[illegible]

□□[30]

□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□“□□□□□□□□□□□□”□□□“□□”□[31]□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□*Arms and Influence*□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

> □□□[32]

□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□”“□□□□□□□□□□□□□□□□□‘□□’□”□[33]

□□·□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□”□[34]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible]·[illegible][35][illegible]“[illegible]”（counter-value）[illegible]“[illegible]”（counter-force）[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”。[36]

[illegible]1954[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][37][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]

[illegible]‘[illegible]……[illegible]’”

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[38][illegible]“[illegible]”[illegible]

[illegible][39][illegible]“[illegible]”[illegible]arms control[illegible][40][illegible]

> [illegible][41]

[illegible]“[illegible]‘[illegible]’[illegible]”[illegible][42]

[illegible]·[illegible]

[illegible]——[illegible]25%[illegible]50%[illegible]“[illegible]”——[illegible]“[illegible]”[illegible]

[illegible]“[illegible]——[illegible]——[illegible]”[illegible][43][illegible]

[illegible]“[illegible]”[illegible]escalation[illegible]——[illegible]“[illegible]”[illegible]explosion[illegible]eruption[illegible]“[illegible]”[illegible]trigger[illegible]——[illegible]1960[illegible]·[illegible]“[illegible]”[illegible][44][illegible]“[illegible]”[illegible]“[illegible]”[illegible][45][illegible]“[illegible]”[illegible]“[illegible]”[illegible][46]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible]——[illegible]

[illegible]

1961[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]McGeorge Bundy[illegible]“[illegible]‘[illegible]’[illegible]”[illegible][47][illegible]“[illegible]”[illegible]1961[illegible]9[illegible]“[illegible]”[illegible]——[illegible]

[illegible]·[illegible]Alan Ferguson[illegible]“[illegible]”[illegible]“[illegible]”[illegible][48][illegible]“[illegible]”[49][illegible]“[illegible]”[illegible][50]

[illegible]·[illegible]

[illegible]

[illegible]ExComm[illegible]“[illegible]”[illegible]1941[illegible]12[illegible]7[illegible]·[illegible]Ted Sorenson[illegible]

[illegible]·[illegible]

> [illegible]

[illegible]

> [illegible]……[illegible][51]

1962[illegible]10[illegible]27[illegible]·[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible]“[illegible]

[illegible]”[illegible]

[illegible]“[illegible]”“[illegible]‘[illegible]’[illegible]”[illegible]

> [illegible]“[illegible]”[illegible]——[illegible][52]

[illegible]

[illegible]·[illegible]“[illegible]”[53]

[illegible]·[illegible]“[illegible]”[54][illegible]1965[illegible]*On Escalation*[illegible]“[illegible]”[illegible]escalation ladder[illegible]“[illegible]”[illegible]6[illegible]sixteen[illegible]44[illegible]15[illegible]“[illegible]”[illegible]

□□□□□□□□□□□□□□□□□□□30□□□□□□□□□□□□□[55]□□□□□□□□□□□□□□
□□□□□□□□“□□□□”□□·□□□□Luigi Nono□□□“□□”□□□□44□□“□□□□□”□[56]

□□□□□□□□□□□□□□□□□□□□□□·□□“□□□□□□□”□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□‘□□’□□□□□□□□□”□□□□□□□□□□□□□□□□□□□“□□□□”□□□□□“□□□□□□□□□□□□□□□□□□□□□□□”□□□□□□“□□□□□□□□□□□□□□”□“□□10□□□□10□□□□□□□□□□□□□□□□□□□□□□□100□□□□□100□□□□□□□□□□□□□□□□□□”□[57]

□□□□□□□□□□□□□□□□□□□□□□□□□□□1983□□□□□□□□□□“□□□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□”□□□□□□□□□□“□□”□[58]□□□

---

[1] □□□□□Lawrence Freedman□The Evolution of Nuclear Strategy□3rd ed.□London□Palgrave□2005□□

[2] Colin Gray□*Strategic Studies□A Critical Assessment* □New York□The Greenwood Press□1982□.

[3] R.J.Overy□“Air Power and the Origins of Deterrence Theory Before 1939□” *Journal of Strategic Studies* 15□no.1□March 1992□□73-101.□□□□George

Quester□*Deterrence Before Hiroshima* □New York□Wiley□1966□□

[4] Stanley Hoffmann□"The Acceptability of Military Force□" in Francois Duchene□ed.□*Force in Modern Societies□Its Place in International Politics* □London□International Institute for Strategic Studies□1973□□6.

[5] Glenn Snyder□*Deterrence and Defense□Toward a Theory of National Security* □Princeton□NJ□Princeton University Press□1961□.

[6] Herman Kahn□*On Thermonuclear War* □Princeton□NJ□Princeton University Press□1961□□126 ff. and 282 ff.□□□□□□□□□□□□"Three Lectures on Thermonuclear War"□

[7] Barry Bruce-Briggs□*Supergenius□The Megaworlds of Herman Kahn* □North American Policy Press□2000□□97.

[8] Barry Bruce-Briggs□*Supergenius□The Megaworlds of Herman Kahn* □North American Policy Press□2000□□98□Bruce-Briggs□□□□□□□□□□□□□□□□"□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□"□

[9] Jonathan Stevenson□*Thinking Beyond the Unthinkable* □New York□Viking□2008□□76.

[10] http□//www.nobelprize.org/nobel_prizes/economics/laureates/2005/#.

[11] □□□□□□□□*The Strategy of Conflict* □Cambridge□MA□Harvard University Press□1960□□*Arms and Influence* □New York□Yale University Press□1966□□*Choice and Consequence* □Cambridge□MA□Harvard University Press□1984□□□□□Morton Halperin□□□*Strategy and Arms Control* □New York□Twentieth Century Fund□1961□□

[12] Robin Rider□"Operations Research and Game Theory□" in Roy Weintraub□ed.□*Toward a History of Game Theory* □□□chap.12□n.19□□

[13] Schelling□*The Strategy of Conflict* □Cambridge□MA□Harvard University Press□1960□□10.

[14] Jean-Paul Carvalho□"An Interview with Thomas Schelling□" *Oxonomics* 2□2007□□1-8.

[15] Bernard Brodie□"Strategy as a Science□" *World Politics* 1□no.4□July 1949□□479□□□chap.12□n.7□□□□□□□□□□□□□□□□□□□□□□□□□□□□Jacob Viner□□□□□□Viner□1946□□□

[16] Bernard Brodie□"The American Scientific Strategists□" *The Defense Technical Information Center* □October 1964□□294.

[17] Oskar Morgenstern□*The Question of National Defense* □New York□Random House□1959□.

[18] Barry Bruce-Briggs□*Supergenius□The Megaworlds of Herman Kahn* □North American Policy Press□2000□□120-122□Irving Louis Horowitz□*The War Game□Studies of the New Civilian Militarists* □New York□Ballantine Books□1963□.

[19] □□□Barry Bruce-Briggs□*Supergenius□The Megaworlds of Herman Kahn* □North American Policy Press□2000□□120.

[20] Schelling□□□*Journal of Conflict Resolution*□□Kenneth Boulding□1957□□□□

[21] Jean-Paul Carvalho□“An Interview with Thomas Schelling□” *Oxonomics* 2□2007□.

[22] Robert Ayson□*Thomas Schelling and the Nuclear Age□Strategy as a Social Science* □London□Frank Cass□2004□□Phil Williams□“Thomas Schelling□” in J.Baylis and J. Garnett□eds.□*Makers of Nuclear Strategy* □London□Pinter□1991□□120-135□A.Dixit□“Thomas Schelling’s Contributions to Game Theory□” *Scandinavian Journal of Economics* 108□no.2□2006□□213-229□Esther-Mirjam Sent□“Some Like It Cold□Thomas Schelling as a Cold Warrior□” *Journal of Economic Methodology* 14□no.4□2007□□455-471.

[23] Schelling□*The Strategy of Conflict* □Cambridge□MA□Harvard University Press□1960□□15.

[24] Schelling□*Arms and Influence* □New York□Yale University Press□1966□□1.

[25] Schelling□*Arms and Influence* □New York□Yale University Press□1966□□2-3□79-80□82□80□

[26] Schelling□*Arms and Influence* □New York□Yale University Press□1966□□194□

[27] Schelling□*Strategy of Conflict* □Cambridge□MA□Harvard University Press□1960□□188□emphasis in the original□.

[28] Schelling□*Arms and Influence* □New York□Yale University Press□1966□□93.

[29] Schelling□*Strategy of Conflict* □Cambridge□MA□Harvard University Press□1960□□193.

[30] Dixit□“Thomas Schelling’s Contributions to Game Theory”□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[31] Schelling□*Strategy of Conflict* □Cambridge□MA□Harvard University Press□1960□□57□77.

[32] Schelling□*Arms and Influence* □New York□Yale University Press□1966□□137.

[33] Schelling□*Strategy of Conflict* □Cambridge□MA□Harvard University Press□1960□□100-101.

[34] □□□Robert Ayson□*Hedley Bull and the Accommodation of Power* □London□Palgrave□2012□.

[35] □□□□□□□□□□□□□□□□□□□□□□Robert Zarate and Henry Sokolski□eds.□*Nuclear Heuristics□Selected Writings of Albert and Roberta Wohlstetter* □Carlisle□PA□Strategic Studies Institute□U.S.Army War College□2009□□

[36] □□□□□1968□□□Michael Howard□□□□□Stevenson□*Thinking Beyond the Unthinkable*□71□

[37] Bernard Brodie□*The Reporter*□November 18□1954.

[38] Schelling□*The Strategy of Conflict* □Cambridge□MA□Harvard University Press□1960□□233.□□□□“Surprise Attack and Disarmament”□□□□□□□□Klaus Knorr□ed.□*NATO and American Security* □Princeton□NJ□Princeton University Press□1959□□

[39] Schelling□*Strategy and Conflict*□236.

[40] Donald Brennan□ed.□*Arms Control□Disarmament and National Security* □New York□George Braziller□1961□□Hedley Bull□*The Control of the Arms Race* □London□Weidenfeld & Nicolson□1961□.

[41] Schelling and Halperin□*Strategy and Arms Control* □New York□Twentieth Century Fund□1961□□1-2.

[42] Schelling and Halperin□*Strategy and Arms Control* □New York□Twentieth Century Fund□1961□□5□

[43] Schelling□*Strategy of Conflict* □Cambridge□MA□Harvard University Press□1960□□239-240.

[44] Henry Kissinger□*The Necessity for Choice* □New York□Harper & Row□1961□.□□□□□□□□□*Daedalus* 89□no.4□1960□□□□□□□□□□□□□□□□□□□□□□□□Wayland Young□□□□□□□□□□□“□□”□□□□□□□□□□□□□□□□□□“Escalation-Escalator□The uncontrolled exchange of ever larger weapons in war□leading to the destruction of civilization.” Wayland Young□*Strategy for Survival□First Steps in Nuclear Disarmament* □London□Penguin Books□1959□□

[45] Schelling□*Strategy of Conflict* □Cambridge□MA□Harvard University Press□1960□.

[46] Schelling□*Arms and Influence* □New York□Yale University Press□1966□□182.

[47] Schelling□"Nuclear Strategy in the Berlin Crisis□" Foreign Relations of the United States XIV□170-172□Marc Trachtenberg□*History and Strategy* □Princeton□NJ□Princeton University Press□1991□□224.

[48] □□□□□□□□□*Kennedy's Wars* □New York□Oxford University Press□2000□□

[49] Fred Kaplan□*Wizards of Armageddon* □Stanford□Stanford University Press□1991□□302.

[50] Kaysen to Kennedy□September 22□1961□Foreign Relations in the United States XIV-VI□supplement□Document 182.

[51] Robert Kennedy□*Thirteen Days□The Cuban Missile Crisis of October 1962*□London□Macmillan□1969□□69-71□80□89□182.

[52] Ernest May and Philip Zelikow□*The Kennedy Tapes□Inside the White House During the Cuban Missile Crisis* □New York□W.W.Norton□2002□.

[53] Albert and Roberta Wohlstetter□*Controlling the Risks in Cuba*□Adelphi Paper no.17□London ISS□February 1965□.

[54] Herman Kahn□*On Thermonuclear War* □Princeton□NJ□Princeton University Press□1961□□226□139.

[55] Herman Kahn□*On Escalation* □London□Pall Mall Press□1965□.

[56] □□□Fred Iklé□"When the Fighting Has to Stop□The Arguments About Escalation□" *World Politics* 19□no.4□July 1967□□693□

[57] McGeorge Bundy□"To Cap the Volcano□" *Foreign Affairs* 1□October 1969□□1-20.□□□□McGeorge Bundy□*Danger and Survival□Choices About the Bomb in the First Fifty Years* □New York□Random House□1988□□

[58] McGeorge Bundy□"The Bishops and the Bomb□" *The New York Review*□June 16□1983.□□"□□□□"□□□□□□□Lawrence Freedman□"I Exist□Therefore I Deter□" *International Security* 13□no.1□Summer 1988□□177-195.

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]——

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

——[illegible]·[illegible]1811[illegible]

[illegible]“[illegible]”[illegible]

[illegible]1812[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][1][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”。[2]

[illegible]·[illegible]·[illegible]·[illegible]·[illegible]“[illegible]”。[3][illegible]“[illegible]”“[illegible]”[illegible][4]

1917[illegible]·[illegible]Leon Trotsky[illegible]“[illegible]“[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][5][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][6][illegible]

[illegible]

[illegible]C.E.Calwell[illegible]1896[illegible]*Small War*[illegible]“[illegible]”[illegible]·[illegible]·[illegible]Thomas Edward Lawrence[illegible]*The Seven Pillars of Wisdom*[illegible]1920[illegible][7][illegible]

[illegible]1916[illegible]——[illegible]1917[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]Allenby[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]2%[illegible]98%[illegible]”[illegible]

[illegible]

[illegible]·[illegible]·[illegible]·[illegible]

[illegible]1929[illegible]·[illegible]·[illegible][8][illegible]·[illegible]·[illegible]·[illegible][9]

[illegible]

1949[illegible]20[illegible]1937[illegible]1945[illegible]

[illegible]1927[illegible]“[illegible]”[illegible]“[illegible]”[illegible][10]1930[illegible]——[illegible]——[illegible]1934[illegible]6000[illegible]1935[illegible]10[illegible]1[illegible][11][illegible]Chang and Halliday[illegible]——[illegible]——[illegible]

[illegible][12][illegible]

1937[illegible]7[illegible]1936[illegible]12[illegible]1941[illegible]12[illegible][13][illegible]1947[illegible]1949[illegible]

[illegible]10[illegible]1937[illegible][14][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[15][illegible]“[illegible]”[illegible][16][illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][17][illegible]“[illegible]”[illegible]“[illegible]”[illegible][18]

[illegible]“[illegible]”[illegible]——[illegible]——[illegible]“[illegible]”[illegible][19][illegible]“[illegible]”[illegible]“[illegible]”[illegible][20]

[illegible]

[illegible]1940[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][21]

[illegible]

[illegible]

[illegible]·[illegible]（Graham Greene）[illegible]*The Quiet American*[illegible]·[illegible]（Alden Pyle）[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]（Eugene Burdick）[illegible]·[illegible]（William Lederer）[illegible]*The Ugly American*[illegible]·[illegible]（Edwin Hillendale）[illegible]“[illegible]”[illegible]“[illegible]”[22]

[illegible]·[illegible]（Edward Lansdale）[illegible]1961[illegible]“[illegible]”[illegible]

[illegible]·[illegible][23][illegible]·[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Robert Thompson[illegible][24][illegible]·[illegible]Sir Gerald Templer[illegible]“[illegible]25%”[illegible]“[illegible]75%[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][25][illegible]

[illegible]·[illegible]David Galula[illegible]“[illegible]”[illegible]insurgency[illegible][26][illegible]“[illegible]”[illegible][27][illegible]——[illegible][28]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[29][illegible]“[illegible]”[illegible]“[illegible]”[illegible][30][illegible]“[illegible]”[illegible]“[illegible]”[illegible]——[illegible][31][illegible][32][illegible]

1965[illegible]·[illegible][33][illegible]·[illegible]John McNaughton[illegible]1967[illegible]“[illegible]”[illegible]reciprocal fear of surprise atteck[illegible]“[illegible]”[34][illegible][35][illegible]·[illegible]·[illegible]

[illegible][36]1964[illegible]2[illegible][37][illegible]“[illegible]”[illegible][38][illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible][39]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][40][illegible]

1965[illegible]“[illegible]”[illegible]“[illegible]·[illegible]‘[illegible]’[illegible]”[41][illegible][42][illegible]

[illegible]“[illegible]”[illegible]——[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”□[43][illegible]·[illegible]Colin Gray□[44][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][45][illegible]1966[illegible]

---

[1] Werner Hahlweg□“Clausewitz and Guerrilla Warfare□” *Journal of Strategic Studies* 9□nos.2-3□1986□□127-133□Sebastian Kaempf□“Lost Through Non-Translation□Bringing Clausewitz’s Writings on ‘New Wars’Back In□” *Small Wars & Insurgencies* 22□no.4□October 2011□□548-573.

[2] Antoine Henri de Jomini□*The Art of War* □London□Greenhill Books□1992□□34-35□□□chap.7□n.5□□

[3] Karl Marx□“Revolutionary Spain□”1854□□□http□//www.marxists.org/archive/marx/works/1854/revolutionary-spain/ch05.htm.

[4] Vladimir Lenin□“Guerrilla Warfare□”□□□□□*Proletary*□no.5□September 30□1906□*Lenin Collected Works* □Moscow□Progress Publishers□1965□□Vol.II□213-223□□□http□//www.marxists.org/archive/lenin/works/1906/gw/index.htm.

[5] Leon Trotsky□“Guerrilaism and the Regular Army□” *The Military Writings of Leon Trotsky*□vol.2□1919□□□http□//www.marxists.org/archive/trotsky/1919/military/ch08.Htm□

[6] Leon Trotsky□“Do We Need Guerrillas□” *The Military Writings of Leon Trotsky*□Vol.2□1919□□□http□//www.marxists.org/archive/trotsky/1919/military/ch95.htm.

[7] T.E.Lawrence□“The Evolution of a Revolt□” in Malcolm Brown□ed.□T.E.Lawrence in *War & Peace□An Anthology of the Military Writings of Lawrence of Arabia* □London□Greenhill Books□2005□□260-273.□□□□□*Army Quarterly*□October 1920.□□□□□□□*The Seven Pillars of Wisdom* □London□Castle Hill Press□1997□□□35□□

[8] Basil Liddell Hart□*Colonel Lawrence□The Man Behind the Legend* □New York□Dodd□Mead & Co.□1934□.

[9] “T.E.Lawrence and Liddell Hart□” in Brian Holden Reid□*Studies in British Military Thought□Debates with Fuller & Liddell Hart* □Lincoln□University of Nebraska Press□1998□□150-167.

[10] Brantly Womack□“From Urban Radical to Rural Revolutionary□Mao from the 1920s to 1937□” in Timothy Cheek□ed.□*A Critical Introduction to Mao* □Cambridge□UK□Cambridge University Press□2010□□61-86.

[11] □□□□□□□□□□□□□□□□□□□□□□3□□□——□□□

[12] Jung Chang and Jon Halliday□*Mao□The Unknown Story* □New York□Alfred A.Knopf□2005□.

[13] Andrew Bingham Kennedy□“Can the Weak Defeat the Strong□Mao’s Evolving Approach to Asymmetric Warfare in Yan’an□” *China Quarterly* 196 □December 2008□□884-899.

[14] □□□□□□□□□□□□□□□1936□12□□□□□□□□□□□□□□□□□□1938□5□□□□□□□□□□□□1938□5□□□ http□//www.marxists.org/reference/archive/mao/selected-works/index.htm□

[15] □□□□□□□□□□□

[16] Beatrice Heuser□*Reading Clausewitz* □London□Pimlico□2002□□138-139.

[17] John Shy and Thomas W.Collier□“Revolutionary War□” in Paret□ed.□*Makers of Modern Strategy*□844□□□chap.6□n.2□.□□□□□□□□□□□□□□Edward L.Katzenback□Jr.□and Gene Z.Hanrahan□“The Revolutionary Strategy of Mao Tse-Tung□” *Political Science Quarterly* 70□no.3□September 1955□□321-340□□□

[18] □□□□□□□□□□□□□□□□□□

[19] □□□□□□□□□□□

[20] □□□□□□□□□□□

[21] “People’s War□People’s Army”□1961□□in Russell Stetler□ed.□*The Military Art of People’s War□Selected Writings of General Vo Nguyen Giap* □New York□Monthly Review Press□1970□□104-106.

[22] Graham Greene□*The Quiet American* □London□Penguin□1969□□61.□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Frederik Logevall□*Embers of War□The Fall of an Empire and the Making of America’s Vietnam* □New York□Random House□2012□□William J.Lederer and Eugene Burdick□The Ugly American□New York□Fawcett House□1958□□233.□□□□□□□□□□□□□□“□□□□□□”□Cecil B.Currey□*Edward Lansdale□The Unquiet American* □Boston□Houghton Mifflin□1988□. Edward G.Lansdale□“Vietnam□Do We Understand Revolution□” *Foreign Affairs* □October 1964□□75-86.□□□□□□□□□□□Max Boot□*Invisible Armies□An Epic History*

of Guerrilla Warfare from Ancient Times to the Present □New York□W.W.Norton & Co.□2012□□409-414.

[23] □□□□□□□□□□□□□□□□□□□□□□□□□□□□Douglas Blaufarb□*The Counterinsurgency Era□US Doctrine and Performance* □New York□The Free Press□1977□□D.Michael Shafer□*Deadly Paradigms□The Failure of US Counterinsurgency Policy* □Princeton□NJ□Princeton University Press□1988□□□□Larry Cable□*Conflict of Myths□The Development of American Counterinsurgency Doctrine and the Vietnam War* □New York□New York University Press□1986□□Walt Rostow□Roger Hilsman□□□□□□□□□□□□□□W.W.Rostow 1961□6□□□□□□□□□□□□□□□□□□□□□□□□□□"Guerrilla Warfare in Underdeveloped Areas"□□□□Marcus Raskin and Bernard Fall□*The Viet-Nam Reader* □New York□Vintage Books□1965□.□□□□Roger Hilsman□*To Move a Nation□The Politics of Foreign Policy in the Administration of John F.Kennedy* □New York□Dell□1967□.

[24] Robert Thompson□*Defeating Communist Insurgency□Experiences in Malaya and Vietnam* □London□Chatto & Windus□1966□.

[25] Max Boot□*Invisible Armies□An Epic History of Guerrilla Warfare from Ancient Times to the Present* □New York□W.W.Norton & Co.□2012□□386-387.

[26] David Galula□*Counterinsurgency Warfare□Theory and Practice* □Wesport□CT□Praeger□1964□.

[27] Gregor Mathias□*Galula in Algeria□Counterinsurgency Practice versus Theory* □Santa Barbara□CA□Praeger Security International□2011□.

[28] M.L.R.Smith□"Guerrillas in the Mist□Reassessing Strategy and Low Intensity Warfare□" *Review of International Studies* 29□no.1□2003□□19-37□Alistair Horne□*A Savage War of Peace□Algeria□1954-1962*□London□Macmillan□1977□□480-504.

[29] Charles Maechling□Jr.□"Insurgency and Counterinsurgency□The Role of Strategic Theory□" *Parameters* 14□no.3□Autumn 1984□□34.Shafer□*Deadly Paradigms*□113.

[30] Paul Kattenburg□*The Vietnam Trauma in American Foreign Policy□1945-75*□New Brunswick□NJ□Transaction Books□1980□□111-112.

[31] Douglas Blaufarb□*The Counterinsurgency Era□US Doctrine and Performance* □New York□The Free Press□1977□□62-66.

[32] Jeffery H.Michaels□"Managing Global Counterinsuregency□The Special Group□CI□1962-1966□" *Journal of Strategic Studies* 35□no.1□2012□□33-61.

[33] □□□Alexander George et al.□*The Limits of Coercive Diplomacy*□1st edition□Boston□Little Brown□1971□. John Gaddis□*Strategies of Containment□A Critical Appraisal of PostWar American Security Policy* □New York□Oxford University Press□1982□□243.

[34] □□□□Ann Arbor 1962□12□19□□□□□□□□□□□□□□□□□□□□William Kaufmann□*The McNamara Strategy* □New York□Harper & Row□1964□□138-147□

[35] □□□□□□“Schelling’s games demonstrate how unrealistic this Cuban crisis is.” Ghamari-Tabrizi□213□□□chap.12□n.10□□

[36] William Bundy□□□□William Conrad Gibbons□*The U.S.Government and the Vietnam War* □Princeton□NJ□Princeton University Press□1986□□vol.II□p.349□

[37] The Pentagon Papers□*Senator Gravel Edition□The Defense Department History of the U.S.Decision-Making on Vietnam*□Vol.3□Boston□Beacon Press□1971□□212.

[38] Gibbons□*The U.S.Government and the Vietnam War□1961-1964*□254.

[39] Gibbons□*The U.S.Government and the Vietnam War□1961-1964*□256-259.□□*Arms and Influence* □New York□Yale University Press□1966□□4□□

[40] □□Freedman□Kennedy’s Wars□□□chap.13□n.48□.

[41] Fred Kaplan□*The Wizards of Armageddon* □New York□Simon and Schuster□1983□□332-336.

[42] *Arms and Influence* □New York□Yale University Press□1966□□vii□84□85□166□171-172.□□□□□□□Pape□“Coercive Air Power in the Vietnam War”□□□□□□□□□□□“□□□□”□□□□□□□□□□□□□□□□□□

[43] Richard Betts□“Should Strategic Studies Survive□” *World Politics* 50□no.1□October 1997□□16.

[44] □□□□□□□□□□□□□□□□□□□□

[45] Colin Gray□“What RAND Hath Wrought□” *Foreign Policy* 4□Autumn 1971□□111-129□□□□□Stephen Peter Rosen□“Vietnam and the American Theory of Limited War□” *International Security* 7□no.2□Autumn 1982□□83-113□

[illegible]

[illegible]

——[illegible]

[illegible]

[illegible]·[illegible]Andre Beaufre[illegible]“[illegible]”[illegible][1][illegible]

[illegible]——[illegible]·[illegible]“[illegible]”[illegible]

[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible][2]

[illegible]·[illegible]James Wylie[illegible][3][illegible]·[illegible]*Military Strategy*[illegible][4][illegible]·[illegible]Henry Eccles[illegible]

[illegible][5][illegible]“[illegible]”[illegible]

[illegible]·[illegible]Herbert Rosinski[illegible]1951[illegible]“[illegible]”[illegible]directive[illegible]“[illegible]”[illegible]cumulative[illegible]1952[illegible]“[illegible]”[6][illegible]“[illegible]”[illegible][7]

[illegible]

[illegible]

[illegible]·[illegible]John Boyd[illegible]

OODA[illegible]

[illegible]“OODA[illegible]”[illegible]OODA[illegible]Observe[illegible]Orient[illegible]Decide[illegible] Act[illegible]

[illegible]“[illegible]”[8][illegible]20[illegible]OODA[illegible]-[illegible]-[illegible]OODA[illegible]

[illegible]

[illegible]·[illegible]（Kurt Gödel）[illegible]·[illegible]（Werner Heisenberg）[illegible][9][illegible]“[illegible]”[illegible]“[illegible]”。[10]

[illegible]1997[illegible]

[illegible]·[illegible]（Norbert Wiener）[illegible]·[illegible]（Murray Gell-Mann）[illegible]

“[illegible]”[illegible][11]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]-[illegible]”[illegible]“[illegible]”[illegible][12]

[illegible]Schlieffen Plan[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][13][illegible]·[illegible]

[illegible]1940[illegible]Battle of France[illegible]“[illegible]”[illegible]OODA[illegible][14][illegible]“[illegible]”[illegible]

[illegible]

[illegible]1973[illegible]

[illegible]

[illegible]1976[illegible]*Field Mannual 100-5*：*Operations*[illegible][15][illegible]——[illegible]——[illegible]“[illegible]”[illegible]

[illegible]·[illegible]William Lind[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][16]

[illegible]1982[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

□□□□□□□□□□□□□□“□□□□□□□□□”□[17]□□□“□□□□□□□□□□□□□□”□□[18]□□□□□□□□□□□□OODA□□□□□□□□

□□□[19]

1986□□□□□□□□□□□□□□□□□□□□□□□*Field Manual 90-8 Counterguerrilla Operations*□□□□□“□□□□□□□□□□□□□□□□□□”□[20]1989□□□□□□□□*FMFM-1*□□□□□□□□□□□“□□□”□□□□□□□□“□□□□□□□□□□□□□□”□□□□□“□□□□□□□□□□□”□[21]

□□□□

“□□”□□□□□□“□□”□□□

□□□·□□□□Edward Luttwak□□[22]□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□Paradoxical Logic□□□□□□□□□□□□□□□□□□□□□□□”□□“□□□□□□□□□”□□□□“□□□”□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□”□[23]□□“□□□□□□□□□□□□□□□□”□□□□□

“[illegible]”[illegible][24][illegible]·[illegible]“[illegible]”[illegible][25]

[illegible]“[illegible]”[illegible]·[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][26]

[illegible][27]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]

[illegible]”、“[illegible]”[illegible]“[illegible]”[illegible][28][illegible]

[illegible]·[illegible]——[illegible]·[illegible]·[illegible][29]

[illegible]

[illegible]“[illegible]”（bipolar strategy）[illegible]

[illegible][30]

[illegible]·[illegible]·[illegible]

[illegible]“[illegible]”[illegible]the center of gravity[illegible]“[illegible]”[illegible]Schwerpunkt[illegible]“COG”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible][31][illegible]

[illegible]

[illegible]

[illegible]——[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][32]

[illegible]·[illegible][33][illegible]——“[illegible]”[illegible]

“[illegible]”[illegible][34]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][35][illegible]“[illegible]”[illegible]“[illegible]”[illegible][36][illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]Joe Strange[illegible][37]

[illegible]·[illegible]John Warden[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]——[illegible]——[illegible][38][illegible]

[illegible]20[illegible]“[illegible]”[illegible]“[illegible]——[illegible]——[illegible]‘[illegible]’[illegible]”[illegible][39][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Cater Malkasian[illegible]“[illegible]”[40][illegible]“[illegible]”[illegible]“[illegible]”1812[illegible][41][illegible]

[illegible]·[illegible]“[illegible]‘[illegible]’[illegible]‘[illegible]’”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][42][illegible]·[illegible]Erich Ludendorff[illegible]1918[illegible]“[illegible]”[illegible]

[illegible]1940[illegible]

[illegible]1940[illegible]——[illegible][43][illegible]

[illegible][44][illegible]

[illegible]·[illegible]

[illegible]“[illegible]”[illegible][45][illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]‘[illegible]’”[illegible][46]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]1941[illegible]

[illegible]

---

[1] Beaufre[illegible]Introduction à la Stratégie[illegible]*1963*[illegible]Dissuasion et Stratégie[illegible]*1964*[illegible]Major-General R.H.Barry[illegible]*Introduction to Strategy* [illegible]*Dissuasion and Strategy* [illegible]1965[illegible]Faber & Faber[illegible]Introduction[illegible]p.22[illegible]Beatrice Heuser[illegible]*The Evolution of Strategy*[illegible]460-463[illegible]Beaufre[illegible]Chapter 6[illegible]n.4[illegible]

[2] Bernard Brodie[illegible]“General André Beaufre on Strategy[illegible]” *Survival 7* [illegible]August 1965[illegible]208-210.[illegible]Beaufre[illegible]Edward A.Kolodziej[illegible]“French Strategy Emergent[illegible]General André Beaufre[illegible]A Critique[illegible]” *World Politics* 19[illegible]no.3[illegible]April 1967[illegible]417-442[illegible]“[illegible]”[illegible]Beaufre[illegible]

[3] [illegible]“[illegible]”[illegible]·[illegible]

[4] J.C.Wylie□*Military Strategy□A General Theory of Power Control* □Annapolis□MD□Naval Institute Press□1989□□□1967□□□□□□□□□□John Hattendorf□□□□□

[5] Henry Eccles□*Military Concepts and Philosophy* □New Brunswick□NJ□Rutgers University Press□1965□.□□Eccles□□Scott A.Boorman□“Fundamentals of Strategy□The Legacy of Henry Eccles□” *Naval War College Review* 62□no.2 □Spring 2009□□91-115.

[6] J.C.Wylie□*Military Strategy□A General Theory of Power Control* □Annapolis□MD□Naval Institute Press□1989□□22.

[7] □□□□□□□□□□□Lukas Milevski□“Revisiting J.C.Wylie’s Dichotomy of Strategy□The Effects of Sequential and Cumulative Patterns of Operations□” *Journal of Strategic Studies* 35□no.2□April 2012□□223-242.□□□□20□□□Wylie□□□□□□□□□□□*Military Strategy*□1989 edition□p.101□

[8] □□□□□□□http□//www.ausairpower.net/APA-Boyd-Papers.html□□□□□□□□□□□□□□Frans P.B.Osinga□*Science□Strategy and War□The Strategic Theory of John Boyd □London□Routledge□2007□*□Grant Hammond□*The Mind of War□John Boyd and American Security* □Washington□DC□Smithsonian Institution Press□2001□□□□Robert Coram□*Boyd□The Fighter Pilot Who Changed the Art of War* □Boston□Little□Brown & Company□2002□.

[9] John R.Boyd□“Destruction and Creation□” September 3□1976□□□http□//goalsys.com/books/documents/DESTRUCTION_AND_CREATION.pdf.

[10] John Boyd□*Organic Design for Command and Control*□May 1987□p.16□□□http□//www.ausairpower.net/JRB/organic_design.pdf.

[11] □□□□□□□□□□□□□Edward Lorenz□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□”□□□1972□Lorenz□□□□□□□□□□□□□“Predictability□Does the Flap of a Butterfly’s Wings in Brazil Set Off a Tornado in Texas□”□□□□□□□□□□□□James Gleick□*Chaos□Making a New Science* □London□Cardinal□1987□□□□□□□□□□□Murray Gell-Man□*The Quark and the Jaguar□Adventures in the Simple and the Complex* □London□Little□Brown & Co.□1994□□Mitchell Waldrop□*Complexity□The Emerging Science at the Edge of Order and Chaos* □New York□Simon & Schuster□1993□□□□□□□□□□□□□□□□□□□□□Antoine Bousquet□*The Scientific Way of Warfare□Order and Chaos on the Battlefields of Modernity* □New York□Columbia University Press□2009□□Robert Pellegrini□*The Links Between Science□Philosophy□and Military Theory□Understanding the Past□Implications for the Future* □Maxwell Air Force Base□AL□Air University Press□August 1997□□http□//www.au.af.mil/au/awc/awcgate/saas/pellegrp.pdf.

[12] Alan Beyerchen□“Clausewitz□Nonlinearity□and the Unpredictability of War□” *International Security* □Winter 1992/93□□Barry D.Watts□Clausewitzian Friction and Future War□*McNair Paper* 52□Washington□DC□National Defense University□Institute for Strategic Studies□October 1996□.

[13] John Boyd□*Patterns of Conflict□A Discourse on Winning and Losing*□ unpublished□August 1987□44□128□available at http□//www.ausairpower.net/JRB/poc.pdf.

[14] John Boyd□*Patterns of Conflict□A Discourse on Winning and Losing*□ unpublished□August 1987□79.

[15] □□□□□*Field Manual 100-5□Operations* □Washington□DC□HQ Department of Army□1976□□

[16] William S.Lind□"Some Doctrinal Questions for the United States Army□" *Military Review* 58□March 1977□.

[17] □□□□□*Field Manual 100-5□Operations* □Washington□DC□Department of the Army□1982□□vol.2-1□Huba Wass de Czege and L.D.Holder□"The New FM 100-5□" *Military Review* □July 1982□□

[18] Huba Wass de Czege and L.D.Holder□"The New FM 100-5□" *Military Review* □July 1982□□

[19] Huba Wass de Czege and L.D.Holder□"The New FM 100-5□" *Military Review* □July 1982□□

[20] □□□Larry Cable□"Reinventing the Round Wheel□Insurgency□Counter-Insurgency□and Peacekeeping Post Cold War□" *Small Wars and Insurgencies 4* □Autumn 1993□□228-262□

[21] U.S.Marine Corps□*FMFM-1□Warfighting* □Washington□DC□Department of the Navy□1989□□37.

[22] Edward Luttwak□*Pentagon and the Art of War* □New York□Simon & Schuster□1985□.

[23] Edward Luttwak□*Strategy□The Logic of War and Peace* □Cambridge□ MA□Harvard University Press□1987□□5.□□□□□□□Harry Kreisler's conversation with Edward Luttwak in Conversations with History series□March 1987□ available at http□//globetrotter.berkeley.edu/conversations/Luttwak/luttwak-con0.html.

[24] Edward Luttwak□*Strategy□The Logic of War and Peace* □Cambridge□ MA□Harvard University Press□1987□□50.

[25] Gregory Johnson□"Luttwak Takes a Bath□" *Reason Papers* 20□1995□□ 121-124.

[26] Antoine Henri de Jomini□*The Art of War* □London□Greenhill Books□ 1992□□69□□□chap.7□n.5□□□□□□□□□□□□□□□□□□Bruce W.Menning□"Operational Art's Origins□" *Military Review* 77□no.5□September-October 1997□□32-47□

[27] Jacob W.Kipp□“The Origins of Soviet Operational Art□1917-1936” and David M.Glantz□“Soviet Operational Art Since 1936□The Triumph of Maneuver War□” in Michael D.Krause and R.Cody Phillips□eds.□*Historical Perspectives of the Operational Art* □Washington□DC□United States Army Center of Military History□2005□□Condoleeza Rice□“The Making of Soviet Strategy□” in Peter Paret□ed.□*Makers of Modern Strategy*□648-676□William E.Odom□“Soviet Military Doctrine□” Foreign Affairs□Winter 1988/89□□114-134.

[28] □□□□Eliot Cohen□“Strategic Paralysis□Social Scientists Make Bad Generals□” *The American Spectator*□November 1980.

[29] □□□1943□□□□□□*Makers of Modern Strategy* □□Gordon Craig□□□□□□□□□□□□□□□□□□□□□□1986□□□□□□□□□□□□□□□Gordon A.Craig□“Delbrück□The Military Historian□” in Paret□ed.□*Makers of Modern Strategy*. Delbrück’s Geschichte der Kriegskunst im Rahmen der Politischen Geschichte□4 vols.□1900-1920□□□□□□□3□□1936□□□□□□□□□□□Walter J.Renfroe□Jr.□□□ Hans Delbrück□trans.□*History of the Art of War Within the Framework of Political History*□4 vols.□Westport□CT□Greenwood Press□1975-1985□□1975□□□□□□□□□□

[30] J.Boone Bartholomees□Jr.□“The Issue of Attrition□” *Parameters* □Spring 2010□□6-9.

[31] U.S.Marine Corps□*FMFM-1□Warfighting* □Washington□DC□Department of the Navy□1989□□28-29.□□Craig A.Tucker□*False Prophets□The Myth of Maneuver Warfare and the Inadequacies of FMFM-1 Warfighting* □Fort Leavenworth□KS□School of Advanced Military Studies□U.S.Army Command and General Staff College□1995□□11-12.

[32] Charles C.Krulak□“The Strategic Corporal□Leadership in the Three Block War□” *Marines Magazine*□January 1999.

[33] Michael Howard□“The Forgotten Dimensions of Strategy□” *Foreign Affairs* □Summer 1979□□□□Michael Howard□*The Causes of Wars* □London□Temple Smith□1983□.Gregory D.Foster□“A Conceptual Foundation for a Theory of Strategy□” *The Washington Quarterly* □Winter 1990□□43-59.David Jablonsky□*Why Is Strategy Difficult*□□Carlisle Barracks□PA□Strategic Studies Institute□U.S.Army War College□1992□□

[34] Stuart Kinross□*Clausewitz and America□Strategic Thought and Practice from Vietnam to Iraq* □London□Routledge□2008□□124.

[35] □□□□□*Field Manual □FM□100-5□Operations* □Washington□DC□Headquarters Department of the Army□1986□□179-180.

[36] U.S.Marine Corps□*FMFM-1□Warfighting* □Washington□DC□Department of the Navy□1989□□85.

[37] Joseph L.Strange□“Centers of Gravity & Critical Vulnerabilities□Building on the Clausewitizan Foundation so that We Can All Speak the Same

Language□” *Perspectives on Warfighting* 4□no.2□1996□□3□J.Strange and R.Iron□“Understanding Centres of Gravity and Critical Vulnerabilities□” research paper□2001□□□http□//www.au.af.mil/au/awc/awcgate/usmc/cog2.pdf.

[38] John A.Warden III□*The Air Campaign□Planning for Combat* □Washington□DC□National Defense University Press□1988□□9□idem□“The Enemy as a System□” *Airpower Journal* 9□no.1□Spring 1995□□40-55□Howard D.Belote□“Paralyze or Pulverize□Liddell Hart□Clausewitz□and Their Influence on Air Power Theory□” *Strategic Review* 27□Winter 1999□□40-45.

[39] Jan L.Rueschhoff and Jonathan P.Dunne□“Centers of Gravity from the ‘Inside Out□’” *Joint Forces Quarterly 60*□2011□□120-125.□□□□Antulio J.Echevarria II□“‘Reining in’the Center of Gravity Concept□” *Air & Space Power Journal* □Summer 2003□□87-96□

[40] Carter Malkasian□*A History of Modern Wars of Attrition* □Westport□CT□Praeger□2002□□5-6.

[41] Carter Malkasian□*A History of Modern Wars of Attrition* □Westport□CT□Praeger□2002□□17□

[42] Hew Strachan□“The Lost Meaning of Strategy□” *Survival* 47□no.3 □Autumn 1990□□43-59.David Jablonsky□2005□□47.

[43] Rolf Hobson□“Blitzkrieg□the Revolution in Military Affairs and Defense Intellectuals□” *The Journal of Strategic Studies* 33□no.4□2010□□625-643.

[44] John Mearsheimer□“Maneuver□Mobile Defense□and the NATO Central Front□” *International Security* 6□no.3□Winter 1981-1982□□104-122.

[45] Edward Luttwak□*Strategy□The Logic of War and Peace* □Cambridge□MA□Harvard University Press□1987□□8.

[46] John Boyd□*Patterns of Conflict□A Discourse on Winning and Losing*□unpublished□August 1987□122.

[illegible] [illegible]

[illegible]

——[illegible]·[illegible]

[illegible]“[illegible]”[illegible]

[illegible]1990[illegible]8[illegible][1][illegible][2][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]·[illegible]Norman Schwarzkopf[illegible]·[illegible]Saddam Hussein[illegible][3]

[illegible]·[illegible]Andrew W.Marshall[illegible]“[illegible]”[illegible]Office of Net Assessment[illegible]ONA[illegible]“[illegible]”[illegible]1991[illegible]·[illegible]Andrew F.Krepinevich[illegible][4]

1993[illegible]“[illegible]”[illegible]“[illegible]”[illegible][5][illegible]“[illegible]”[illegible]revolution in military affairs[illegible]RMA[illegible]“[illegible]”[illegible]military-technical revolution[illegible][6][illegible]1994[illegible]

> [illegible][7]

[illegible]RMA[illegible][8][illegible]

[illegible][9][illegible]

[illegible]“[illegible]”[illegible][10][illegible]

[illegible][11][illegible]“[illegible]”[illegible][12][illegible]1996[illegible]“[illegible]”[illegible]shock and awe[illegible]“[illegible]”[illegible]“[illegible]”[illegible][13]

[illegible]1997[illegible]2010[illegible]“[illegible]”[illegible][14][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]OODA[illegible]·[illegible]Arthur Cebrowski[illegible]·[illegible]John Garstka[illegible]“[illegible]”[illegible][15][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible][16]

[illegible]

[illegible]1991[illegible]

[illegible]OODA[illegible]“[illegible]”[illegible]

[illegible]1991[illegible]·[illegible]
1991[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible][17][illegible]

[illegible]1999[illegible]Joint Strategy Review[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible][18][illegible]

[illegible]·[illegible]Harry Summers[illegible]1975[illegible]“[illegible]”[illegible][19]

[illegible]“[illegible]”[illegible]large-scale combat operations[illegible]“[illegible]”[illegible]operations other than war[illegible][20][illegible][21]

2001[illegible]9[illegible]11[illegible]——“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·W.[illegible]“[illegible]

[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][22][illegible]2001[illegible]·[illegible]

[illegible]·[illegible]Donald Rumsfeld[illegible][23][illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]·[illegible]Abu Musab al-Zarqawi[illegible]“[illegible]”[illegible]·[illegible]Muqtada al-Sadr[illegible]

[illegible]30[illegible]

[illegible]

[illegible]2003[illegible]2005[illegible]“[illegible]”[illegible]“[illegible]”[illegible][24]“[illegible]”[illegible]

[illegible]2004[illegible]Combined Arms Center[illegible][25][illegible]*Military Review*[illegible]2004[illegible]5[illegible][26][illegible]·[illegible]·[illegible]·[illegible]·[illegible]John Nagl[illegible][27][illegible]·[illegible]David Kilcullen[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][28]

[illegible]·[illegible]David Petraeus[illegible]“[illegible]”[29]2007[illegible]“[illegible]”[illegible][30][illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]OODA[illegible][31][illegible]·[illegible][32][illegible]

[illegible][33][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]·[illegible]Thomas X.Hammes[illegible][34]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]Chuck Spinney[illegible]

> [illegible][35]

[illegible]“[illegible]”[36]

[illegible]

[illegible]·[illegible]Ralph Peters[illegible][37][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[38][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][39][illegible]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible][40]

[illegible]·[illegible]John Arquilla[illegible]·[illegible]David Ronfeldt[illegible][41]1993[illegible]“[illegible]”[42][illegible]“[illegible]”[illegible]cyberwar[illegible]“[illegible]”[illegible]netwar[illegible]·[illegible]Steve Metz[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][43]

[illegible]·[illegible]Thomas Rid[illegible][44][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][45]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]

[illegible]”[illegible][46][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][47]

[illegible]2011[illegible]“[illegible]”[illegible]Facebook[illegible]Twitter[illegible]2011[illegible]2013[illegible]

[illegible]“[illegible]”[illegible][48][illegible]

[illegible]·[illegible]Robert Scales[illegible][49][illegible]“[illegible]”[illegible]

[illegible][50][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Montgomery McFate[illegible][51][illegible]“[illegible]”[illegible][52][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]Sir Henry Clinton[illegible][53][illegible]1776[illegible]“[illegible]”[illegible][54][illegible]

[illegible]

[illegible]“[illegible]”[illegible][55][illegible]

[illegible]·[illegible]（Patrick Porter）[illegible]“[illegible]”[illegible][56][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][57][illegible]“[illegible]”[illegible]

[illegible][58]

[illegible]“[illegible]”[illegible][59][illegible]“[illegible]”[illegible]

[illegible]·[illegible]Jeff Michaels[illegible]“[illegible]”[illegible][60]

[illegible][61][illegible]

□□□□□□□□□□□□□□□□□□□□□□□“□□”□□□Mikhail Aleksandrovich Bakunin□[62]□□□□□□“□□□□”□Propaganda of the deed□[63]□□□□□[64]□□□□□□□□□□“□□□”□□[65]□□□·□□□□□Ben Wilkinson□□“□□□□□□□□□□□□□□□□□□□□□□□□□□”□□“□□□□”□[66]□□□

---

[1] □□□·□□□□□Edward N.Luttwak□□□□□□□□□□□□□□□□□□□□□

[2] □□Lawrence Freedman and Efraim Karsh□*The Gulf Conflict* □London□Faber□1992□.

[3] □□□□□□□□□□□□□□□□□□□□□□□□□□*Triumph Without Victory□The Unreported History of the Persian Gulf War* □New York□Times Books□1992□□

[4] □□Andrew F.Krepinevich□Jr.□“The Military-Technical Revolution□A Preliminary Assessment□” Center for Strategic and Budgetary Assessments□2002□1□3.□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Stephen Peter Rosen□“The Impact of the Office of Net Assessment on the American Military in the Matter of the Revolution in Military Affairs□” *The Journal of Strategic Studies* 33□no.4□2010□□469-482.□□□□Fred Kaplan□*The Insurgents□David Petraeus and the Plot to Change the American Way of War* □New York□Simon & Schuster□2013□□47-51□

[5] Andrew W.Marshall□“Some Thoughts on Military Revolutions—Second Version□” ONA memorandum for record□August 23□1993□3-4.□□□Barry D.Watts□The Maturing Revolution in Military Affairs□Washington□DC□Center for Strategic and Budgetary Assessments□2011□□

[6] A.W.Marshall□“Some Thoughts on Military Revolutions□” ONA memorandum for record□July 27□1993□1.

[7] Andrew F.Krepinevich□Jr.□“Cavalry to Computer□The Pattern of Military Revolutions□” *The National Interest* 37□Fall 1994□□30.

[8] Admiral William Owens□“The Emerging System of Systems□” *US Naval Institute Proceedings*□May 1995□35-39.

[9] □□□□□□□□□□□□□□Colin Gray□*Strategy for Chaos□Revolutions in Military Affairs and the Evidence of History*□London□Frank Cass□2002□□Lawrence Freedman□The Revolution in Strategic Affairs□*Adelphi Paper* 318□London□OUP for IISS□1998□.

[10] Barry D.Watts□Clausewitzian Friction and Future War□*McNair Paper* 52□Washington DC□NDU□1996□.

[11] □□□·J.□□□□□Andrew J.Bacevich□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[12] A.C.Bacevich□"Preserving the Well-Bred Horse□" *The National Interest* 37□Fall 1994□□48.

[13] Harlan Ullman and James Wade□Jr.□*Shock & Awe□Achieving Rapid Dominance*□Washington□DC□National Defense University□1996□.

[14] □□□□□□□□□□□Joint Publication 3-13□Joint Doctrine for Information Operations□Washington□DC□GPO□October 9□1998□□GL-7□

[15] Arthur K.Cebrowski and John J.Garstka□"Network-Centric Warfare□Its Origin and Future□" *US Naval Institute Proceedings*□January 1998.

[16] □□□□□□□□□□□□□□Network Centric Warfare□July 27□2001□iv.

[17] Andrew Mack□"Why Big Countries Lose Small Wars□The Politics of Asymmetric Conflict□" *World Politics* 26□no.1□1975□□175-200.

[18] Steven Metz and Douglas V.Johnson□*Asymmetry and U.S.Military Strategy□Definition□Background□and Strategic Concepts*□Carlisle□PA□Strategic Studies Institute□2001□.

[19] Harry Summers□*On Strategy□A Critical Analysis of the Vietnam War*□Novato□CA□Presidio Press□1982□.□□□□Robert Komer□*Survival* 27□March/April 1985□□94-95.□□□□Frank Leith Jones□*Blowtorch□Robert Komer□Vietnam and American Cold War Strategy*□Annapolis□MD□Naval Institute Press□2013□.

[20] □□□□□□□□□□□□□□□□Joint Pub 3-0□Doctrine for Joint Operations□Washington□DC□Joint Chiefs of Staff□1993□□□□Jonathan Stevenson□*Thinking Beyond the Unthinkable*□517□□□chap.13□n.9□.

[21] Douglas Lovelace□Jr.□*The Evolution of Military Affairs□Shaping the Future U.S.Armed Forces*□Carlisle□PA□Strategic Studies Institute□1997□□Jennifer M.Taw and Alan Vick□"From Sideshow to Center Stage□The Role of the Army and Air Force in Military Operations Other Than War□" in Zalmay M.Khalilzad and David A.Ochmanek□eds.□*Strategy and Defense Planning for the 21st Century*□Santa Monica□CA□RAND & U.S.Air Force□1997□□208-209.

[22] □□□□□2001□12□11□□□□□□□□□□□□□□□□□□□□□□□□□Donald Rumsfeld□"Transforming the Military□" *Foreign Affairs*□May/June 2002□20-32□

[23] Stephen Biddle□“Speed Kills□Reassessing the Role of Speed□Precision□and Situation Awareness in the Fall of Saddam□” *Journal of Strategic Studies*□30□no.1□February 2007□□3-46.

[24] Nigel Aylwin-Foster□“Changing the Army for Counterinsurgency Operations□” Military Review□November/December 2005□5.

[25] □□□1973□□□□□□□□□□

[26] □□Kalev Sepp□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“Best Practices in Counterinsurgency□” *Military Review*□May-June 2005□8-12.□□Kaplan□*The Insurgents*□104-107□Kaplan□□□□□□□□□□□□□□□□

[27] John A.Nagl□*Counterinsurgency Lessons from Malaya and Vietnam□Learning to Eat Soup with a Knife* □Westport□CT□Praeger□2002□.□□□□□□ T.E.Lawrence□□□□

[28] David Kilcullen□*The Accidental Guerrilla□Fighting Small Wars in the Midst of a Big One* □London□Hurst & Co.□2009□.

[29] David H.Petraeus□“Learning Counterinsurgency□Observations from Soldiering in Iraq□” *Military Review*□January/February 2006□2-12.

[30] □□“□□”□□□Bob Woodward□*The War Within□A Secret White House History* □New York□Simon & Schuster□2008□□Bing West□*The Strongest Tribe□War□Politics□and the Endgame in Iraq* □New York□Random House□2008□□Linda Robinson□*Tell Me How This Ends□General David Petraeus and the Search for a Way Out of Iraq* □New York□Public Affairs□2008□.

[31] □□□□□□□□□□□□□Frans Osinga□“On Boyd□Bin Laden□and Fourth Generation Warfare as String Theory□” in John Andreas Olson□ed.□*On New Wars* □Oslo□Norwegian Institute for Defence Studies□2007□□168-197□□□http□//ifs.forsvaret.no/publikasjoner/oslo_files/OF_2007/Documents/OF_4_2007.pdf□

[32] William S.Lind□Keith Nightengale□John F.Schmitt□Joseph W.Sutton□and Gary I.Wilson□“The Changing Face of War□Into the Fourth Generation□” *Marine Corps Gazette*□October 1989□22-26□William Lind□“Understanding Fourth Generation War□” *Military Review*□September/October 2004□12-16.□□□□□□□□□□□□□□□□□□□□□□□□□

[33] Keegan□*A History of Warfare* and van Creveld□*The Transformation of War*□□□□□□□□□□7□□□14□□Rupert Smith□*The Utility of Force□The Art of War in the Modern World* □London□Allen Lane□2005□□Mary Kaldor□*New & Old Wars□Organized Violence in a Global Era* □Cambridge□Polity Press□1999□□

[34] “The Evolution of War□The Fourth Generation of Warfare□” *Marine Corps Gazette*□September 1994.□□□□Thomas X.Hammes□“War Evolves into the Fourth Generation□” *Contemporary Security Policy* 26□no.2□August 2005□□

212-218□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Aaron Karp□Regina Karp□and Terry Terriff□eds.□*Global Insurgency and the Future of Armed Conflict□Debating Fourth-Generation Warfare* □London□Routledge□2007□□□□□□□□□□□□□□□□□□□□“The Sling and the Stone□On War in the 21st Century”□St.Paul□MN□Zenith Press□2004□□Tim Benbow□“Talking ‘Bout Our Generation□Assessing the Concept of ‘Fourth Generation Warfare’” *Comparative Strategy*□March 2008□148-163 and Antulio J.Echevarria□*Fourth Generation Warfare and Other Myths* □Carlisle□PA□U.S.Army War College Strategic Studies Institute□2005□□

[35] □□□Jason Vest□“Fourth-Generation Warfare□” *Atlantic Magazine*□December 2001□

[36] William Lind et al.□“The Changing Face of War□” *The Marine Corps Gazette*□October 1989□22-26□□□http□//zinelibrary.info/files/TheChangingFaceofWar-onscreen.pdf□

[37] □□□□□□□□□□□□□□□□□□

[38] Ralph Peters□“The New Warrior Class□” *Parameters* 24□no.2□Summer 1994□□20.

[39] Joint Publication 3-13□*Information Operations*□March 13□2006.

[40] Nik Gowing□*‘Skyful of Lies’and Black Swans□The New Tyranny of Shifting Information Power in Crises* □Oxford□UK□Reuters Institute for the Study of Journalism□2009□.

[41] □□□□□□□□□□□□□□□□□□□□□□□□

[42] John Arquilla and David Ronfeldt□“Cyberwar is Coming□” *Comparative Strategy* 12□no.2□Spring 1993□□141-165.

[43] Steve Metz□*Armed Conflict in the* 21*st Century□The Information Revolution and Post-Modern Warfare* □April 2000□□“□□□”□Future war may see attacks via computer viruses□worms□logic bombs□and trojan horses rather than bullets□bombs□and missiles.□

[44] □□□□□□□□□□□□□□

[45] Thomas Rid□*Cyberwar Will Not Take Place* □London□Hurst & Co.□2013□. David Betz □□□□□□□□□□□□□□□□□□□“Cyberpower in Strategic Affairs□Neither Unthinkable nor Blessed□” *The Journal of Strategic Studies* 35□no.5□October 2012□□689-711.

[46] John Arquilla and David Ronfeldt□eds.□*Networks and Netwars□The Future of Terror□Crime□and Militancy* □Santa Monica□CA□RAND□2001□.□□□□www.rand.org/publications/MR/MR1382/□□□□□□□□□□□□□□□□□David Ronfeldt and John Arquilla□“Networks□Netwars□and the Fight for the Future□” *First*

Monday 6□no.10□October 2001□□□□ http□//firstmonday.org/issues/issue6_10/ronfeldt/index.html□

[47] Jerrold M.Post□Keven G.Ruby□and Eric D.Shaw□“From Car Bombs to Logic Bombs□The Growing Threat from Information Terrorism□” *Terrorism and Political Violence* 12□no.2□Summer 2000□□102-103.

[48] Norman Emery□Jason Werchan□and Donald G.Mowles□“Fighting Terrorism and Insurgency□Shaping the Information Environment□” *Military Review*□January/Febuary 2005□32-38.

[49] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[50] Robert H.Scales□Jr.□“Culture-Centric Warfare□” *The Naval Institute Proceedings*□October 2004.

[51] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[52] Montgonery McFate□“The Military Utility of Understanding Adversary Culture□” *Joint Forces Quarterly* 38□July 2005□□42-48.

[53] □□□□□□□□□□□□□□□□□□□□□□□□

[54] Max Boot□*Invisible Armies□An Epic History of Guerrilla Warfare from Ancient Times to the Present* □New York□W.W.Norton & Co.□2012□□386□□□ chap.14□n.22□□

[55] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Alan Bloomfield□“Strategic Culture□Time to Move On□” *Contemporary Security Policy* 33□no.3□December 2012□□437-461.

[56] Patrick Porter□*Military Orientalism□Eastern War Through Western Eyes* □London□Hurst & Co.□2009□□193.

[57] David Kilcullen□“Twenty-Eight Articles□Fundamentals of Company-Level Counterinsurgency□” *Military Review*□May-June 2006□105-107.□□□□□□□□□□□ □□□□□□□□□□□□□□□□□

[58] Emile Simpson□*War from the Ground Up□Twenty-First-Century Combat as Politics* □London□Hurst & Co.□2012□□233.

[59] G.J.David and T.R.McKeldin III□*Ideas as Weapons□Influence and Perception in Modern Warfare* □Washington□DC□Potomac Books□2009□□3.□□□□ Timothy J.Doorey□“Waging an Effective Strategic Communications Campaign in the War on Terror□” and Frank Hoffman□“Maneuvering Against the Mind”□

[60] Jeff Michaels□*The Discourse Trap and the US Military□From the War on Terror to the Surge* □London□Palgrave Macmillan□2013□.□□□□Frank J.Barrett and Theodore R.Sarbin□“The Rhetoric of Terror□‘War’as Misplaced Metaphor□” in John Arquilla and Douglas A.Borer□eds.□*Information Strategy*

and Warfare□A Guide to Theory and Practice □New York□Routledge□2007□□16-33□

[61] Hy S.Rothstein□“Strategy and Psychological Operations□” in *Arquilla and Borer*□167.

[62] □□□□□□□□□□□□□□□□□

[63] □□□□□□□□□□□□□□□□□□□□□□□□

[64] Neville Bolt□*The Violent Image□Insurgent Propaganda and the New Revolutionaries* □New York□Columbia University Press□2012□.

[65] “□□”□□□□□□□□·□□-□□□□□2005□7□□□□“□□□”□We are in the midst of war□and more than half of that struggle takes place on an information battlefield□we are in an information war for the hearts and minds of all Muslims.□□□□□□□□□□□□□□□□□□□□□DNI□□□□□□http□//www.dni.gov/press_releases/20051011_release.htm□

[66] Benedict Wilkinson□*The Narrative Delusion□Strategic Scripts and Violent Islamism in Egypt□Saudi Arabia and Yemen*□□□□□□□□□□King’s College London□2013□

[illegible] [illegible]

……1793[illegible]
[illegible]……[illegible]

——[illegible]

[illegible]·[illegible]

[illegible]*Modern Strategy*[illegible]17[illegible]/[illegible]/[illegible][1]

[illegible]·[illegible]Harry Yarger[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible][2][illegible]

[illegible]“[illegible]”[illegible][3][illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]Fred Iklé[illegible][4][illegible]“[illegible]”[illegible][5][illegible]“[illegible]”[illegible][6]

[illegible]

[illegible]“[illegible]”[illegible][7][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible][8][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]·[illegible]

[illegible][9][illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

---

[1] Colin S.Gray□*Modern Strategy* □Oxford□Oxford University Press□1999□□23-43.

[2] Harry Yarger□*Strategic Theory for the* 21*st Century□The Little Book on Big Strategy* □Carlisle□PA□U.S.Army War College□Strategic Studies Institute□2006□□36□66□73-75.

[3] Colin S.Gray□*The Strategy Bridge□Theory for Practice* □Oxford□Oxford University Press□2010□□23.

[4] [illegible]

[5] Colin S.Gray□*The Strategy Bridge□Theory for Practice* □Oxford□Oxford University Press□2010□□49□52[illegible]·[illegible]

[6] Harry Yarger□*Strategic Theory for the* 21*st Century□The Little Book on Big Strategy* □Carlisle□PA□U.S.Army War College□Strategic Studies Institute□2006□□75.

[7] Robert Jervis□*Systems Effects□Complexity in Political and Social Life* □Princeton□NJ□Princeton University Press□1997□.

[8] Hugh Smith□“The Womb of War□Clausewitz and International Politics□” *Review of International Studies 16*□1990□□39-58.

[9] Eliot Cohen□*Supreme Command□Soldiers□Statesmen□and Leadership in Wartime* □New York□The Free Press□2002□.

[illegible]

[illegible][1]

[illegible]

——[illegible]·[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]1789[illegible]“[illegible]”（ancien regime）[illegible]“[illegible]”（Jacobin Club）[illegible]

□□□□□□□1815□□□□□□□□□□□□□□□□□□□□□□□□□□□
□□
□□
□□
□□
□□□□□□□□□□□□□□□□□□□□□□□□□

□□□·□□□Mike Rapport□[2]□□□□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□”□[3]□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□1789□□□

□□“□□□□□”□□□□“□□”□“□□”□□□□□□□□□□□□□□□□□□“□□□□”□“□□□□”□□□□□□1832□□□□□□□□□□□□□□□□“□□□□”□□1839□□□□□□

□□□·□□[4]□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□[5]□□□

□□

1789 -· Louis-Auguste Blanqui

“ ” - · Pierre-Joseph Proudhon 1840 “ ” “ ” “ ”

· Mikhail Bakunin

· Giuseppe Mazzini

· Lajos Kossuth

· 1818 “ ” Young Hegelians

· · · Georg Wilhelm Friedrich Hegel

1843

·

1844 *The Condition of the Working*

Class in England in 1844[illegible]

[illegible]*The German Ideology*[illegible]1845[illegible]1846[illegible]1932[illegible]“[illegible]”[illegible]“[illegible]”[illegible][6][illegible]

[illegible]1850[illegible]“[illegible]”[illegible][7][illegible]

[illegible]“[illegible]”[illegible]

1848[illegible]

[illegible]

[illegible]

1848[illegible]30[illegible]

[illegible]“[illegible]”[illegible]1847[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]6[illegible]1848[illegible]2[illegible]——“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

1848[illegible]

[illegible]1830[illegible]Charles X[illegible][illegible]·[illegible]Louis Philippe[illegible]1834[illegible]·[illegible]Victor Hugo[illegible]*Les Misérables*[illegible]1848[illegible]2[illegible]·[illegible]

[illegible]1789[illegible]6[illegible]4[illegible]

[illegible]38[illegible]

[illegible]“[illegible]”[illegible][8][illegible]

[illegible]·[illegible]——[illegible]

[illegible][9][illegible]“[illegible]”[illegible]

[illegible]2[illegible]“[illegible]”[10][illegible]“[illegible]”[illegible]“[illegible]”[11][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]*Neue Rheinische Zeitung*[illegible]6[illegible]1[illegible]6000[illegible]——[illegible][12]

[illegible]8000[illegible]·[illegible]Andreas Gottschalk[illegible][13][illegible]“[illegible]”[illegible][14][illegible]

[illegible]1848[illegible]7[illegible][15][illegible]

[illegible]1849[illegible]1850[illegible]“[illegible]”[illegible][16][illegible]

[illegible]1848[illegible]12[illegible]-[illegible]·[illegible]Louis-Napoleon Bonaparte[illegible]1851[illegible]11[illegible]

[illegible]-[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[17][illegible]·[illegible]*The Eighteenth Brumaire of Louis Napoleon*[illegible]“[illegible]”[illegible]

“[illegible]”[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1848[illegible]1789[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]John Maguire[illegible]“[illegible]1789[illegible]”[illegible][18][illegible]1848[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1789[illegible]1848[illegible]“[illegible]”[illegible][19][illegible]·[illegible]

[illegible]1848[illegible]

[illegible]

[illegible]“[illegible]……[illegible]”[illegible]1848[illegible]

[illegible]“[illegible]”[illegible]

[illegible]1848[illegible]“[illegible]——[illegible]”[20][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][21][illegible]1848[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”。[22]

[illegible]

[illegible]1849[illegible]“[illegible]”[23][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1862[illegible]“[illegible]”[illegible]“[illegible]”。[24]

1851[illegible]6[illegible]·[illegible]Joseph Weydemeyer[illegible]“[illegible]……[illegible]

[illegible]”[illegible]“[illegible]”[25][illegible]1853[illegible]“[illegible]”[illegible]“[illegible]”[illegible][26][illegible]1857[illegible]“[illegible]”[illegible][27]

[illegible]1850[illegible]·[illegible]·[illegible]August von Willich[illegible]“[illegible]”[illegible]“[illegible]”[illegible][28][illegible]“[illegible]”[illegible]

[illegible][29]“[illegible]15[illegible]20[illegible]50[illegible]”[illegible]“[illegible]”[illegible][30]1851[illegible]9[illegible]·[illegible]Gustav Techow[illegible]1849[illegible][31][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][32][illegible]1852[illegible]“[illegible]”[illegible]

1852[illegible]9[illegible]1849[illegible]5[illegible]

> [illegible]……[illegible]“DE L’AUDACE[illegible]DE L’AUDACE[illegible]ENCORE DE L’AUDACE[illegible]”[illegible][33]

[illegible]

[illegible]

---

[1] [illegible]——[illegible]

[2] [illegible]

[3] Mike Rapport[illegible]*1848[illegible]Year of Revolution* [illegible]London[illegible]Little[illegible]Brown & Co.2008[illegible]17-18.

[4] [illegible]·[illegible]Sigmund Neumann[illegible]·[illegible]·[illegible]Mark von Hagen[illegible]

[5] Sigmund Neumann and Mark von Hagen[illegible]“Engels and Marx on Revolution[illegible]War[illegible]and the Army in Society[illegible]” in Paret[illegible]ed.[illegible]*Makers of Modern Strategy*[illegible]262-280[illegible]chap.6[illegible]n.2[illegible]Bernard Semmell[illegible]*Marxism and the Science of War* [illegible]New York[illegible]Oxford University Press[illegible]1981[illegible]266[illegible]

[6] □□□□□□Part I□Feuerbach. “Opposition of the Materialist and Idealist Outlook□”□□□□□□□□□□ http□//www.marxists.org/archive/marx/works/1845/german-ideology/ch01a.htm□

[7] Azar Gat□“Clausewitz and the Marxists□Yet Another Look□” *Journal of Contemporary History* 27□no.2□April 1992□□363-382.

[8] Mike Rapport□*1848□Year of Revolution* □London□Little□Brown & Co.2008□□108.

[9] Alan Gilbert□*Marx’s Politics□Communists and Citizens* □New York□ Rutgers University Press□1981□□134-135.

[10] Engels□“Revolution in Paris□” February 27□1848□□□ http□//www.marxists.org/archive/marx/works/1848/02/27.htm□

[11] News from Paris□June 23□1848□emphasis in original.□□ http□//www.marxists.org/archive/marx/works/1848/06/27.htm□

[12] Alan Gilbert□*Marx’s Politics□Communists and Citizens* □New York□ Rutgers University Press□1981□□140-142□148-149.

[13] Mike Rapport□*1848□Year of Revolution* □London□Little□Brown & Co.2008□□212.

[14] Engels□“Marx and the Neue Rheinische Zeitung□” March 13□1884□□□ http□//www.marxists.org/archive/marx/works/1884/03/13.htm□

[15] Mike Rapport□*1848□Year of Revolution* □London□Little□Brown & Co.2008□□217.

[16] Karl Marx□*Class Struggles in France□1848-1850*□Part II□□□ http□//www.marxists.org/archive/marx/works/1850/class-struggles-france/ch02.htm□

[17] Engels to Marx□December 3□1851□□□ http□//www.marxists.org/archive/marx/works/1851/letters/51_12_03.htm#cite.

[18] John Maguire□*Marx’s Theory of Politics* □Cambridge□UK□Cambridge University Press□1978□□31.

[19] John Maguire□*Marx’s Theory of Politics* □Cambridge□UK□Cambridge University Press□1978□□197-198□

[20] Manifesto of the Communist Party□February 1848□75□□□ http□//www.marxists.org/archive/marx/works/1848/communist-manifesto/□

[21] Engels□“The Campaign for the German Imperial Constitution□”1850□□ □http□//www.marxists.org/archive/marx/works/1850/german-

imperial/intro.htm□

[22] David McLellan□*Karl Marx□His Life and Thought* □New York□Harper & Row□1973□□217.

[23] Frederick Engels□“Conditions and Prospects of a War of the Holy Alliance Against France in 1852□” April 1851□□□ http□//www.marxists.org/archive/marx/works/1851/04/holy-alliance.htm□

[24] Gerald Runkle□“Karl Marx and the American Civil War□” *Comparative Studies in Society and History* 6□no.2□January 1964□□117-141.

[25] Engels to Joseph Weydemeyer□June 19□1851□□□ http□//www.marxists.org/archive/marx/works/1851/letters/51_06_19.htm□

[26] Engels to Joseph Weydemeyer□April 12□1853□□□ http□//www.marxists.org/archive/marx/works/1853/letters/53_04_12.htm□

[27] Sigmund Neumann and Mark von Hagen□“Engels and Marx on Revolution□War□and the Army in Society□” in Paret□ed.□*Makers of Modern Strategy*□Semmell□*Marxism and the Science of War*□266.

[28] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Tristram Hunt□The Frock-Coated Communist□*The Revolutionary Life of Friedrich Engels* □London□Allan Lane□2009□□174-181.

[29] Alan Gilbert□*Marx’s Politics□Communists and Citizens* □New York□Rutgers University Press□1981□□192.

[30] Christine Lattek□*Revolutionary Refugees□German Socialism in Britain□1840-1860*□London□Routledge□2006□.

[31] Marx to Engels□September 23□1851□□□ http□//www.marxists.org/archive/marx/works/1851/letters/51_09_23.htm□

[32] Engels to Marx□September 26□1851□□□ http□//www.marxists.org/archive/marx/works/1851/letters/51_09_26.htm□

[33] □□□*Revolution and Counter-Revolution in Germany*. The quote is from p.90.□□ http□//www.marxists.org/archive/marx/works/1852/germany/index.htm□

[illegible]

[illegible]

——[illegible]·[illegible]

[illegible]·[illegible]Alexander Herzen[illegible]·[illegible]Tom Stoppard[illegible]*The Coast of Utopia*[illegible]1812[illegible][1][illegible]

[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][2][illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[3]

[illegible][4][illegible]1861[illegible]·[illegible]Nicholas Ogarev[illegible]*The Bell*[illegible]

[illegible]·[illegible]Ivan Turgenev[illegible]1862[illegible]*Fathers and Children*[illegible]“[illegible]”[illegible]·[illegible]Nicholas Chernyshevsky[illegible]1862[illegible]*What Is to Be Done*[illegible]

[illegible]1859[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][5]

1861[illegible]3[illegible]1861[illegible]11[illegible]“[illegible]——[illegible]”[6][illegible]“[illegible][7][illegible]”[illegible]

[illegible][8]

[illegible]

[illegible]1853[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][9][illegible]“[illegible]……[illegible]……[illegible]”[10]

[illegible]·[illegible]1848[illegible]1848[illegible]1840[illegible]1844[illegible]1848[illegible][11][illegible]

[illegible]*Capital*[illegible]1853[illegible]“[illegible]”[12]

[illegible]“[illegible]”[13][illegible]“[illegible]”[illegible]“[illegible]”[illegible][14][illegible][15][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][16][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]International Workingmen’s Association[illegible]IWA[illegible]First International[illegible]1864[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][17][illegible]

[illegible]

1848[illegible]4[illegible]1848[illegible]1852[illegible]-[illegible][18]“[illegible]”[19][illegible]

[illegible]“[illegible]”[illegible]1872[illegible]

[illegible]1871[illegible]1848[illegible]-[illegible]5[illegible]1871[illegible]1[illegible]·[illegible]（Adolphe Thiers[illegible]

[illegible]1789[illegible]-[illegible]·[illegible]2[illegible]

[illegible]“[illegible]”[20][illegible]*The Civil War in France*[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][21][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][22]

[illegible]“[illegible]

[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”。[23][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”。[24]

[illegible]“[illegible]”。[25][illegible]1870[illegible]“[illegible]70[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]——[illegible]”。

[illegible]“[illegible]”。[26][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][27]

[illegible]1869[illegible]1861[illegible][28][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][29][illegible]

[illegible]1870[illegible]9[illegible]“[illegible]”[illegible]

[illegible]*Letters to a Frenchman on the Present Crisis*[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

“[illegible]”[illegible]·[illegible]Sergei Nechayev[illegible]1868[illegible]“[illegible]”[illegible]“[illegible]”[illegible]2771[illegible][30]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]*Catechism of a Revolutionary*[illegible]“[illegible]

[illegible]——[illegible]”[31][illegible]

1875[illegible]“[illegible]”[illegible]·[illegible]Errico Malatesta[illegible]1871[illegible]5[illegible]“[illegible]……[illegible]……[illegible]”[illegible]“[illegible]”[illegible][32][illegible]Anarchist International[illegible]Campania[illegible]“[illegible]”[illegible]“[illegible]”[illegible][33]

[illegible]1894[illegible]“[illegible]”[34]

[illegible]1881[illegible]“[illegible]”[illegible]·[illegible]Johann Most[illegible]“[illegible]

[illegible]”[illegible]1881[illegible]McKinley[illegible]1914[illegible]6[illegible]Archduke Ferdinand[illegible]

[illegible]·[illegible]Joseph Conrad[illegible]*Under Western Eyes*[illegible]“[illegible]”[illegible]“[illegible]”[illegible][35][illegible]1907[illegible]*The Secret Agent*[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]Vladimir[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]Adolf Verloc[illegible]1894[illegible]“[illegible]”[illegible][36]

[illegible]

[illegible]CNT[illegible]1911[illegible]10[illegible]

[illegible]1933[illegible]1936[illegible]Popular Front[illegible][37][illegible]

[illegible]·[illegible]Carl Levy[illegible]“[illegible]”[illegible][38][illegible]

[illegible]

---

[1] [illegible]·[illegible]*My Past & Thoughts* □Berkeley□University of California Press□1973[illegible]1968[illegible]E.H.Carr□*Romantic Exiles* □Cambridge□UK□Penguin□1949[illegible]Edward Acton□*Alexander Herzen and the Role of the Intellectual Revolutionary* □Cambridge□UK□Cambridge University Press□1979□□

[2] Tom Stoppard□“The Forgotten Revolutionary□” *The Observer*□June 2□2002.

[3] Tom Stoppard□*The Coast of Utopia□Part II□Shipwreck* □London□Faber & Faber□2002□□18.

[4] Anna Vanninskaya□“Tom Stoppard□the Coast of Utopia□and the Strange Death of the Liberal Intelligentsia□” *Modern Intellectual History* 4□no.2□2007□□353-365.

[5] Tom Stoppard□*The Coast of Utopia□Part III□Salvage* □London□Faber & Faber□2002□□74-75.

[6] [illegible]Acton□*Alexander Herzen and the Role of the Intellectual Revolutionary*□159.

[7] [illegible]

[8] [illegible]Acton□*Alexander Herzen and the Role of the Intellectual Revolutionary*□171□176□Herzen□*My Past & Thoughts*□1309-1310.

[9] Tom Stoppard□*The Coast of Utopia□Part III□Salvage* □London□Faber & Faber□2002□□7-8.

[10] Engels□“The Program of the Blanquist Fugitives from the Paris Commune□” June 26□1874□□□http□//www.marxists.org/archive/marx/works/1874/06/26.htm□

[11] Henry Eaton□“Marx and the Russians□” *Journal of the History of Ideas* 41□no.1□January/March 1980□□89-112.

[12] [illegible]Mark Leier□*Bakunin□A Biography* □New York□St.Martin’s Press□2006□□119□

[13] Herzen□*My Past & Thoughts* □Berkeley□University of California Press□1973□□573.

[14] Herzen□*My Past & Thoughts* □Berkeley□University of California Press□1973□□571□

[15] Aileen Kelly□*Mikhail Bakunin□A Study in the Psychology and Politics of Utopianism* □Oxford□Clarendon Press□1982□.□□□□□□Robert M.Cutler□"Bakunin and the Psychobiographers□The Anarchist as Mythical and Historical Object□" KLIO□St.Petersburg□□[Abstract of English original of article] in press [in Russian translation]□□□http□//www.robertcutler.org/bakunin/ar09klio.htm□

[16] □□□□□□□□□□□□□Peter Marshall□*Demanding the Impossible□A History of Anarchism* □London□Harper Perennial□2008□□269□

[17] Paul Thomas□*Karl Marx and the Anarchists* □London□Routledge□1990□□261-262.

[18] Peter Marshall□*Demanding the Impossible□A History of Anarchism* □London□Harper Perennial□2008□□244-245□258-259.

[19] Proudhon□□□□K.Steven Vincent□*Pierre-Joseph Proudhon and the Rise of French Republican Socialism* □Oxford□Oxford University Press□1984□□148□

[20] Paul Thomas□*Karl Marx and the Anarchists* □London□Routledge□1990□□250.

[21] Alvin W.Gouldner□"Marx's Last Battle□Bakunin and the First International□" *Theory and Society* 11□no.6□November 1982□□861.Special issue in memory of Alvin W.Gouldner.

[22] □□□Tristram Hunt□The Frock-Coated Communist□*The Revolutionary Life of Friedrich Engels* □London□Allan Lane□2009□□259□□□chap.18□n.25□□

[23] Mark Leier□*Bakunin□A Biography* □New York□St.Martin's Press□2006□□191□*Paul McClaughlin*□Bakunin□The Philosophical Basis of his Anarchism□New York□Algora Publishing□2002□.

[24] Mikhail A.Bakunin□*Statism and Anarchy* □Cambridge□UK□Cambridge University Press□1990□□159.

[25] Saul Newman□*From Bakunin to Lacan□Anti-authoritarianism and the Dislocation of Power* □Lanham□MD□Lexington Books□2001□□37.

[26] Mark Leier□*Bakunin□A Biography* □New York□St.Martin's Press□2006□□194-195.

[27] Mark Leier□*Bakunin□A Biography* □New York□St.Martin's Press□2006□□184□210□241-242□

[28] □□□·□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[29] Mark Leier□*Bakunin□A Biography* □New York□St.Martin's Press□ 2006□□196.

[30] Carr□*The Romantic Exiles* □Cambridge□UK□Penguin□1949□□□□□□□□□ □□□□□□□□Edward Acton□*Alexander Herzen and the Role of the Intellectual Revolutionary* □Cambridge□UK□Cambridge University Press□1979□.

[31] □□www.marxists.org/subject/anarchism/nechayev/catechism.htm□

[32] □□□Peter Marshall□*Demanding the Impossible□A History of Anarchism* □London□Harper Perennial□2008□□346□

[33] Carl Levy□"Errico Malatesta and Charismatic Leadership□" in Jan Willem Stutje□ed.□*Charismatic Leadership and Social Movements* □New York□ Berghan Books□2012□□89-90.□□□□□□□□□□1919□12□□1920□10□□□□□□□□□□□□□ □□□□□□□□□□□

[34] Carl Levy□"Errico Malatesta and Charismatic Leadership□" in Jan Willem Stutje□ed.□*Charismatic Leadership and Social Movements* □New York□ Berghan Books□2012□□94□

[35] Joseph Conrad□*Under Western Eyes* □London□Everyman's Library□ 1991□.

[36] Joseph Conrad□*The Secret Agent* □London□Penguin□2007□.

[37] Stanley G.Payne□*The Spanish Civil War□the Soviet Union and Communism* □New Haven□CT□Yale University Press□2004□.

[38] Carl Levy□"Errico Malatesta and Charismatic Leadership□" in Jan Willem Stutje□ed.□*Charismatic Leadership and Social Movements* □New York□ Berghan Books□2012□□94.

[illegible]

[illegible]

——[illegible]·[illegible]1895[illegible]

[illegible]1895[illegible]“[illegible]”[illegible]1850[illegible][1][illegible]SPD[illegible]1848[illegible]“[illegible]”[illegible]“[illegible]”[illegible]50[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible][2]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]1871[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible][3][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][4]

[illegible]

[illegible][5][illegible]

[illegible]

[illegible]

[illegible]1875[illegible][6][illegible]·[illegible]August Bebel[illegible]·[illegible]Wilhelm Liebknecht[illegible]·[illegible]Ferdinand Lassalle[illegible]General German Workers’Association[illegible]“[illegible]”[illegible]“[illegible]”[illegible][7]3[illegible]·[illegible]Eugen Dühring[illegible]*Anti-Duhring*[illegible]

[illegible]1891[illegible]·[illegible]Karl Kautsky[illegible]·[illegible]Eduard Bernstein[illegible]*Erfurt Program*[illegible]1898[illegible]*Evolutionary Socialism*[illegible]“[illegible]”[illegible]

[illegible]·[illegible]

[illegible]“[illegible]”[8][illegible]1887[illegible]10%[illegible]1890[illegible]1903[illegible]30%[illegible][9]

[illegible]

[illegible]·[illegible]Rosa Luxemburg[illegible]“[illegible]”[illegible]“[illegible]……[illegible]”[10]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][11]

[illegible]1905[illegible]1[illegible]1871[illegible]“[illegible]”[illegible]“[illegible]”[illegible][12]

[illegible]1942[illegible]50[illegible]1873[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”。[13]

[illegible]1905[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1905[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”。[14]

[illegible]·[illegible]1907[illegible]1905[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]·[illegible]”[15][illegible]1910[illegible]

[illegible]·[illegible]1910[illegible]“[illegible]”[illegible]

> [illegible][16]

[illegible]

[illegible]

[illegible]·[illegible]·[illegible]Vladimir Ilyich Lenin[illegible]1905[illegible][17][illegible]

[illegible]1905[illegible]1891[illegible]——[illegible]*Iskra*[illegible]

[illegible]“[illegible]”[illegible]（Rakhmetov）[illegible]1902[illegible]3[illegible]33[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][18]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]

[illegible] 1903 [illegible] 7 [illegible] 1905 [illegible]

[illegible]

[illegible]“[illegible]”[illegible]

> [illegible][19]

[illegible]“[illegible]”[illegible]

[illegible]·[illegible]“[illegible]”“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

1905[illegible]1905[illegible]2[illegible]（Plekhanov）[illegible]《*One Step Forward，Two Steps Back*》[illegible]

[illegible]

[illegible]11[illegible]10[illegible]

[illegible]1849[illegible]1905[illegible]“[illegible]”[20][illegible]“[illegible]”[illegible]

[illegible]

[illegible]Second International[illegible]1889[illegible]100[illegible]

[illegible]

[illegible]

[illegible]1914[illegible]7[illegible]“[illegible]”[illegible]“[illegible]”[illegible][21][illegible]

[illegible]1917[illegible]2[illegible]Nicholas II[illegible]4[illegible]

[illegible]“[illegible]”[illegible]8[illegible]

[illegible]9[illegible]10[illegible]“[illegible]”[illegible]·[illegible][22]

[illegible]1917[illegible]

[illegible]1914[illegible]1917[illegible]1918[illegible]*State and Revolution*[illegible]“[illegible]”[illegible]

[illegible]·[illegible]“[illegible]”[illegible]

[illegible]1919[illegible]1919[illegible]1848[illegible]1918[illegible]11[illegible]

[illegible]“[illegible]”（Spartacist League）[illegible]·[illegible]·[illegible]1919[illegible]

[illegible]1921[illegible]1923[illegible]

[illegible]·[illegible]1940[illegible]

[illegible]“[illegible]”[illegible]1917[illegible]

[illegible]

[illegible]

---

[1] [illegible]1848□□1850[illegible]*Class Struggles in France 1848 to 1850*□□

[2] Engels□Introduction to Karl Marx's THE CLASS STRUGGLES IN FRANCE 1848 TO 1850□March 6□1895□□□ http□//www.marxists.org/archive/marx/works/1895/03/06.htm□

[3] Engels to Kautsky□April 1□1895□□□ http□//www.marxists.org/archive/marx/works/1895/letters/95_04_01.htm□

[4] Engels□Reply to the Honorable Giovanni Bovio□*Critica Sociale* No.4□February 16□1892□□□ http□//www.marxists.org/archive/marx/works/1892/02/critica-sociale.htm□

[5] [illegible]·[illegible]

[6] [illegible]1875[illegible]“[illegible]”□“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”□1890[illegible]“[illegible]”□

[7] Marx□*Critique of the Gotha Programme*□May 1875□□□ https□//www.marxists.org/archive/marx/works/1875/gotha/index.htm□McLellan□*Karl Marx*□□□Chapter 20□n.19□437□

[8] Leszek Kolakowski□*Main Currents of Marxism□The Founders□the Golden Age□the Breakdown* □New York□Norton□2005□□391.

[9] Stephen Eric Bronner□“Karl Kautsky and the Twilight of Orthodoxy□” *Political Theory* 10□no.4□November 1982□□580-605.

[10] Elzbieta Ettinger□*Rosa Luxemburg□A Life* □Boston□MA□Beacon Press□1986□□xii□87.

[11] Rosa Luxemburg□*Reform or Revolution* □London□Bookmarks Publications□1989□.

[12] Rosa Luxembourg□*The Mass Strike□the Political Party□and the Trade Unions*□1906□□□http□//www.marxists.org/archive/luxemburg/1906/mass-strike/index.htm□

[13] Engels□“The Bakuninists at Work□An Account of the Spanish Revolt in the Summer of 1873□” September/October 1873□□□ http□//www.marxists.org/archive/marx/works/1873/bakunin/index.htm□

[14] Rosa Luxemburg□*The Mass Strike*.

[15] Leon Trotsky□*My Life□The Rise and Fall of a Dictator* □London□T.Butterworth□1930□.

[16] Karl Kautsky□“The Mass Strike□”1910□□□□Stephen D’Arcy□“Strategy□Meta-strategy and Anti-capitalist Activism□Rethinking Leninism by Re-reading Lenin□” *Socialist Studies□The Journal of the Society for Socialist Studies* 5□no.2□2009□□64-89.

[17] Lenin□“The Historical Meaning of the Inner-Party Struggle□”1910□□□http□//www.marxists.org/archive/lenin/works/1910/hmipsir/index.htm□

[18] Vladimir Lenin□*What Is to Be Done*□□35□□□http□//www.marxists.org/archive/lenin/works/1901/witbd/index.htm□

[19] Nadezhda Krupskaya□*Memories of Lenin* □London□Lawrence□1930□□1□102-103□citing One Step Forward□Two Steps Back.

[20] Beryl Williams□*Lenin* □Harlow□Essex□Pearson Education□2000□□46.

[21] Hew Strachan□*The First World War□Volume One□To Arms* □Oxford□Oxford University Press□2003□□113.

[22] Robert Service□*Comrades□A World History of Communism* □London□Macmillan□2007□□1427□1448.

[illegible]

[illegible]

——[illegible]·[illegible]

[illegible]·[illegible]Émile Durkheim[illegible]·[illegible]Marcel Mauss[illegible][1][illegible]“[illegible]”[illegible][2]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][3][illegible]

[illegible]

[illegible]·[illegible]

[illegible]·[illegible]Max Weber[illegible]1864[illegible]1920[illegible][4]

[illegible]*The Protestant Ethic and the Spirit of Capitalism*[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]

[illegible]”。[5][illegible][6][illegible]

[illegible]“[illegible]”[illegible]1917[illegible]11[illegible]“[illegible]”[illegible]Science as a Vocation[illegible]1919[illegible]1[illegible]“[illegible]”[illegible]Politics as a Vocation[illegible]“[illegible]”[illegible][7][illegible]1919[illegible]“[illegible]”[illegible][8]

[illegible][9][illegible]“[illegible]”[illegible][10][illegible]“[illegible]‘[illegible]’[illegible]”[illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’[illegible]——[illegible]

[illegible]”[illegible][11][illegible]

[illegible]11[illegible]·[illegible]1918[illegible]“[illegible]”[illegible][12][illegible]1920[illegible]“[illegible]……[illegible]”[13][illegible]

[illegible][14][illegible]“[illegible]”[illegible]“[illegible]·[illegible]”[illegible]·[illegible]Karl Eisner[illegible][15][illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”（Sermon on the Mount）[16][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][17]

[illegible]

[illegible]

[illegible]·[illegible]“[illegible]”[illegible][18][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible][19][illegible]“[illegible]”[illegible]“[illegible]”[illegible][20][illegible][21][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][22][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

1882[illegible]“[illegible]”[illegible][23][illegible]“[illegible]”[illegible]“[illegible]”[illegible][24][illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible][25][illegible]“[illegible]”

[illegible]“[illegible]”[illegible]“[illegible]”[26][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]——[illegible]Yasnaya Polyana[illegible]

[illegible]1890[illegible]“[illegible]”[illegible]“[illegible]……[illegible]——[illegible]”[illegible][27]

[illegible]·[illegible]

1896[illegible]5[illegible]·[illegible]Jane Addams[illegible]30[illegible]1889[illegible]Hull House Settlement[illegible]Toynbee Settlement[illegible]13[illegible]

[illegible]1887[illegible]“[illegible]”[illegible][28][illegible]“[illegible]”[illegible]“[illegible]”[illegible][29]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][30][illegible]

[illegible]

[illegible]1880[illegible]50[illegible]1890[illegible]100[illegible]1910[illegible]200[illegible]60%[illegible]80%[illegible]1871[illegible][31][illegible]·D.[illegible]John D.Rockefeller[illegible]·[illegible]Lincoln Steffens[illegible]1904[illegible]“[illegible]‘[illegible]’[illegible]”[32][illegible]*The Jungle*[illegible]·[illegible]Upton Sinclair[illegible]

1904[illegible]·[illegible]“[illegible]”[illegible][33][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[34][illegible]“[illegible]30[illegible]1.5[illegible]”[35]

[illegible]

[illegible]“[illegible]”[illegible][36][illegible]

[illegible]“[illegible]”[illegible][37][illegible]“[illegible]”[illegible][38]

[illegible]Pullman Company[illegible]13[illegible]King Lear[illegible]Cordelia[illegible][39]“[illegible]”[illegible]

> [illegible][40]

[illegible][41][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]1917[illegible]1931[illegible]“[illegible]”[illegible]“[illegible]”[illegible][42]

[illegible]·[illegible]

[illegible]·[illegible]（Florence Kelley）[43][illegible][44]

[illegible]·[illegible]（Albion Small）[illegible]“[illegible]”[illegible][45][illegible]“[illegible]”[46][illegible]（Scholarship and Social Agitation）[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][47]

[illegible]·[illegible]（John Dewey）[illegible]1894[illegible]“[illegible]”[illegible]

[illegible][48][illegible][49]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][50][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][51][illegible][52][illegible]

Pragmatism[illegible]pragmaticus[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]Immanuel Kant[illegible]“[illegible]

[illegible]”[illegible]

[illegible]·[illegible]Charles Pierce[illegible]

1910[illegible]68[illegible]·[illegible]William James[illegible]“[illegible]‘[illegible]’[illegible]”[illegible][53][illegible]“[illegible]”[illegible]“[illegible]”[54][illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][55][illegible]Laboratory School in Chicago[illegible]

[illegible]“[illegible]”[illegible][56][illegible]

[illegible][57][illegible]

[illegible]

[illegible]1904[illegible]

[illegible][58][illegible]“[illegible]”[59][illegible]

1936[illegible]·[illegible]Robert Merton[illegible]The Unanticipated Consequences of

Purposive Social Action[illegible][60][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]imperious immediacy of interest[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

□□□

---

[1] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[2] □□“□□□□□□□”□□□□“□□□□□□□□□”□Marcel Mauss’s preface to Emile Durkheim□*Socialism* □New York□Collier Books□1958□.

[3] David Beetham□“Mosca□Pareto□and Weber□A Historical Comparison□” in Wolfgang Mommsen and Jurgen Osterhammel□eds.□*Max Weber and His Contemporaries* □London□Allen & Unwin□1987□□140-141.

[4] □□Joachim Radkau□*Max Weber□A Biography* □Cambridge□UK□Polity Press□2009□□

[5] Max Weber□*The Theory of Social and Economic Organization*□□Henderson and Parsons□□□New York□The Free Press□1947□□337□

[6] Peter Lassman□“The Rule of Man over Man□Politics□Power and Legitimacy□” in Stephen Turner□ed.□*The Cambridge Companion to Weber* □Cambridge□UK□Cambridge University Press□2000□□84-88.

[7] Sheldon Wolin□“Legitimation□Method□and the Politics of Theory□” *Political Theory* 9□no.3□August 1981□□405.

[8] Joachim Radkau□*Max Weber□A Biography* □Cambridge□UK□Polity Press□2009□□487.

[9] Joachim Radkau□*Max Weber□A Biography* □Cambridge□UK□Polity Press□2009□□488□

[10] Nicholas Gane□*Max Weber and Postmodern Theory□Rationalisation versus Re-enchantment* □London□Palgrave Macmillan□2002□□60.

[11] Max Weber□“Science as a Vocation□”□□http□//mail.www.anthropos-lab.net/wp/wp-content/uploads/2011/12/Weber-Science-as-a-Vocation.pdf□

[12] Joachim Radkau□*Max Weber□A Biography* □Cambridge□UK□Polity Press□2009□□463.

[13] Wolfgang Mommsen□*Max Weber and German Politics□1890-1920*□□Michael Steinberg□□□Chicago□University of Chicago Press□1984□□310□

[14] Wolfgang Mommsen□*Max Weber and German Politics□1890-1920*□□Michael Steinberg□□□Chicago□University of Chicago Press□1984□□296□

[15] □□□□□□·□□□□Kurt Eisner□□

[16] □□□□□□□□□□□·□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□”□□□□□□□□□□□□□□□

[17] Max Weber□“Politics as Vocation□”□□http□//anthropos-lab.net/wp/wp-content/uploads/2011/12/Weber-Politics-as-a-Vocation.pdf□

[18] Reinhard Bendix and Guenther Roth□*Scholarship and Partisanship□Essays on Max Weber* □Berkeley□University of California Press□1971□□28-29.

[19] Isaiah Berlin□“Tolstoy and Enlightenment□” in Harold Bloom□ed.□*Leo Tolstoy* □New York□Chelsea Books□2003□□30-31.

[20] W.Gallie□*Philosophers of Peace and War□Kant□Clausewitz□Marx□Engels and Tolstoy* □Cambridge□UK□Cambridge University Press□1978□□□□Chapter 8□n.6□129□

[21] Rosamund Bartlett□*Tolstoy□A Russian Life* □London□Profile Books□2010□□309.

[22] Leo Tolstoy□*The Kingdom of God and Peace Essays* □The World’s Classics□□347-348.□□□Gallie□*Philosophers of Peace*□122□

[23] □□□□□□□□□□□□□□Lyof N.Tolstoi□*What to Do□Thoughts Evoked by the Census of Moscow*□□Isabel F.Hapgood□□□New York□Thomas Y.Cromwell□1887□.

[24] Lyof N.Tolstoi□*What to Do□Thoughts Evoked by the Census of Moscow*□□Isabel F.Hapgood□□□New York□Thomas Y.Cromwell□1887□□1□

[25] Lyof N.Tolstoi□*What to Do□Thoughts Evoked by the Census of Moscow*□□Isabel F.Hapgood□□□New York□Thomas Y.Cromwell□1887□□4-5□10□

[26] Lyof N.Tolstoi□*What to Do□Thoughts Evoked by the Census of Moscow*□□Isabel F.Hapgood□□□New York□Thomas Y.Cromwell□1887□□77-78□

[27] Mikhail A.Bakunin□*Bakunin on Anarchy* □New York□Knopf□1972□.

[28] Jane Addams□*Twenty Years at Hull House* □New York□Macmillan□1910□.

[29] Jane Addams□*Twenty Years at Hull House* □New York□Macmillan□1910□□56□

[30] Jan C.Behrends□“Visions of Civility□Lev Tolstoy and Jane Addams on the Urban Condition in Fin de Siècle Moscow and Chicago□” *European Review of History□Revue Europ éenne d’Histoire* 18□no.3□June 2011□□335-357.

[31] Martin□*The Chicago School of Sociology□Institutionalization□Diversity and the Rise of Sociological Research* □Chicago□University of Chicago Press□1984□□13-14.

[32] Lincoln Steffens□*The Shame of the Cities* □New York□Peter Smith□1948□first published 1904□□234.

[33] Lawrence A.Schaff□*Max Weber in America* □Princeton□NJ□Princeton University Press□2011□□41-43.

[34] Lawrence A.Schaff□*Max Weber in America* □Princeton□NJ□Princeton University Press□2011□□45□Schaff□□□□□□□□□□□□□□□□□□

[35] Lawrence A.Schaff□*Max Weber in America* □Princeton□NJ□Princeton University Press□2011□□43-44□

[36] James Weber Linn□*Jane Addams□A Biography* □Chicago□University of Illinois Press□2000□□196.

[37] Jane Addams□*Twenty Years at Hull House* □New York□Macmillan□1910□□171-172.□□□□□□□Jane Addams□“A Function of the Social Settlement” in Louis Menand□ed.□*Pragmatism□A Reader* □New York□Vintage Books□1997□□273-286.

[38] Jane Addams□*Twenty Years at Hull House* □New York□Macmillan□1910□□98-99□

[39] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□yurodivy□□□‘□□□□□’□□□□——□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□Bartlett□*Tolstoy*□332.

[40] Jane Addams□“A Modern Lear.”□□1896□□□□□□□1912□□□□□□□http□//womenshistory.about.com/cs/addamsjane/a/mod_lear_10003b.htm□

[41] □□·□□□·□□□□□Jean Bethke Elshtain□□□□□□□□□□□□□□□□□□□□□□□□□□□

[42] Jean Bethke Elshtain□*Jane Addams and the Dream of American Democracy* □New York□Basic Books□2002□□202□218-219.

[43] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[44] □□□Mary Jo Deegan□*Jane Addams and the Men of the Chicago School* □New Brunswick□Transaction Books□1988□.

[45] Don Martindale□“American Sociology Before World War II□” *Annual Review of Sociology* 2□1976□□121□Anthony J.Cortese□“The Rise□Hegemony□and Decline of the Chicago School of Sociology□1892-1945□” *The Social Science Journal*□July 1995□235□Fred H.Matthews□*Quest for an American Sociology□Robert E.Park and the Chicago School* □Montreal□McGill Queens University Press□1977□□10□Martin Bulmer□*The Chicago School of Sociology*.

[46] Small□□□□Lawrence J.Engel□“Saul D.Alinsky and the Chicago School□” *The Journal of Speculative Philosophy* 16□no.1□2002□□50-66.□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□·□□□

[47] Albion Small□“Scholarship and Social Agitation□” *American Journal of Sociology* 1□1895-1896□□581-582□605.

[48] Robert Westbrook□“The Making of a Democratic Philosopher□The Intellectual Development of John Dewey□” in Molly Cochran□ed.□*The Cambridge Companion to Dewey* □Cambridge□UK□Cambridge University Press□2010□□13-33.

[49] □□□□□□□□□□□□*Democracy and Education* □New York□Macmillan□1916□□*Human Nature and Conduct* □New York□Henry Holt□1922□□*Experience and Nature* □New York□Norton□1929□□*The Quest for Certainty* □New York□Minton□1929□□*Logic□The Theory of Inquiry* □New York□Henry Holt□1938□.

[50] Albion Small□“Scholarship and Social Agitation□” *American Journal of Sociology* 1□1895-1896□□362□237.

[51] Andrew Feffer□*The Chicago Pragmatists and American Progressivism* □Ithaca□NY□Cornell University Press□1993□□168.

[52] Andrew Feffer□*The Chicago Pragmatists and American Progressivism* □Ithaca□NY□Cornell University Press□1993□□237□

[53] William James□“Pragmatism□” in Louis Menand□ed.□*Pragmatism*□98.

[54] Louis Menand□*The Metaphysical Club* □London□Harper Collins□2001□□353-354.

[55] Louis Menand□*The Metaphysical Club* □London□Harper Collins□2001□□350□

[56] □□“□□□□□□□□□□□□□”□John Patrick Duggan□*The Promise of Pragmatism□Modernism and the Crisis of Knowledge and Authority* □Chicago□University of Chicago Press□1994□□48.

[57] Dewey□*Human Nature and Conflict* □New York□Henry Holt□1922□□230.

[58] □□□·□□□□Louis Menand□□

[59] Louis Menand□*The Metaphysical Club* □London□Harper Collins□2001□□374.

[60] Robert K.Merton□“The Unanticipated Consequences of Purposive Social Action□” *American Sociological Review* 1□no.6□December 1936□□894-904.

[illegible] [illegible]

[illegible]

[illegible]

——[illegible]

[illegible]·[illegible]Gaetano Mosca[illegible]·[illegible]Robert Michels[illegible]·[illegible]Vilfredo Pareto[illegible][1][illegible]

[illegible]·[illegible]——[illegible]——[illegible]“[illegible]”[illegible][2][illegible]“[illegible]”[3]

[illegible]“[illegible]”[illegible]“[illegible]”[4][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible][5][illegible]“[illegible]”[illegible][6][illegible]——[illegible]

[illegible]·[illegible]Leon Walras[illegible][7][illegible]1885[illegible]*Elements of Pure Economics*[illegible]

[illegible]80%[illegible]20%[illegible]Pareto efficiency[illegible]1902[illegible]——[illegible]

[illegible]“[illegible]”[illegible][8][illegible]

[illegible]*The Mind and Society*[illegible][9][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”——[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible][10][illegible]

[illegible]

[illegible]——[illegible]——[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]*The Crowd*：*A Study of the Popular Mind*[illegible]“[illegible]”[illegible]1895[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

> [illegible]——[illegible][11]

[illegible]——“[illegible]”——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Georges Sorel[illegible]“[illegible]”[illegible][12][illegible][13][illegible][14][illegible]

[illegible]*Reflections on Violence*[illegible]

[illegible]
“[illegible]
[illegible]”[illegible]

[illegible]·[illegible]Henri Bergson[illegible]
[illegible]·[illegible]

[illegible]

[illegible]·[illegible]Antonio Gramsci[illegible]1921[illegible]PCI[illegible]18[illegible]1926[illegible]11[illegible]35[illegible]20[illegible]1937[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][15][illegible]“[illegible]”[illegible]hegeisthai[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][16][illegible]

[illegible]“[illegible]”[illegible][17][illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][18][illegible]

[illegible]

[illegible]“[illegible]……[illegible]”[19][illegible]“[illegible]”[illegible]“[illegible]”。[20]

[illegible]——[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”。[21]

[illegible]

[illegible][22]

[illegible]1910[illegible]——[illegible]——[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]·[illegible]“[illegible]”[illegible]big lie[illegible]“[illegible]——[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][23]

[illegible]

[illegible]1000[illegible]

[illegible]

[illegible]——[illegible]·[illegible]James Burnham[illegible]1941[illegible]*The Managerial Revolution*[illegible]——[illegible]——[illegible][24][illegible]·[illegible]Bruno Rizzi[illegible]1939[illegible]*Bureaucratization of the World*[illegible][25][illegible]

[illegible]*The Machiavellians*[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]——[illegible]——[illegible][26]

[illegible][27][illegible]

[illegible]

[illegible]

[illegible]·[illegible]Robert Park[illegible]1904[illegible]The Crowd and the Public[illegible][28][illegible]·[illegible]Gabriel Tarde[illegible]

[illegible]1894[illegible]“[illegible]”[illegible][29][illegible]“[illegible]‘[illegible]’”[illegible]“[illegible]——[illegible]”[illegible][30][illegible]

[illegible]“[illegible]——[illegible]”[illegible][31][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[32][illegible]1917[illegible]CPI[illegible]·[illegible]“[illegible]”[illegible]CPI[illegible]

[illegible]·[illegible]Walter Lippmann[illegible]CPI[illegible][33][illegible]·[illegible]1922[illegible]*Public Opinion*[illegible]“[illegible]”[illegible]pseudo environments[illegible]“[illegible]”[illegible]“[illegible]——[illegible]

[illegible]——[illegible]”[illegible]·[illegible]William Thomas[illegible]“[illegible]”[illegible]“[illegible]”[illegible][34]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

> [illegible][35]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]common will[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]——[illegible][36]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]propaganda[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Harold Lasswell[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][37][illegible]“[illegible]”[illegible]

[illegible][38][illegible]“[illegible]”[illegible]Id[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]——[illegible]——[illegible]

[illegible]·[illegible]William Trotter[illegible]1916[illegible]1908[illegible]1909[illegible]“[illegible]”[illegible]——[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible][39]

[illegible]·[illegible]Edward Bernays[illegible]·[illegible]CPI[illegible]1919[illegible]1923[illegible]“[illegible]”[illegible][40]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1928[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][41]

[illegible]——[illegible]The Engineering of Consent[illegible][42][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]1929[illegible]10[illegible]“[illegible]”[illegible][43]

[illegible][44][illegible]

[illegible]

□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□
□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□
□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□
□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

---

[1] H.Stuart Hughes□*Consciousness and Society□The Reorientation of European Social Thought* □Cambridge□MA□Harvard University Press□1958□.

[2] Robert Michels□*Political Parties□A Sociological Study of the Oligarchical Tendencies of Modern Democracy* □New York□The Free Press□1962□□46.□□□□□1900□□

[3] Wolfgang Mommsen□“Robert Michels and Max Weber□Moral Conviction versus the Politics of Responsibility□” in Wolfgang and Jurgen Osterhammel□126.

[4] Robert Michels□*Political Parties□A Sociological Study of the Oligarchical Tendencies of Modern Democracy* □New York□The Free Press□1962□□338.

[5] Gaetano Mosca□*The Ruling Class* □New York□McGraw Hill□1939□□50.□□□□□1900□□

[6] Gaetano Mosca□*The Ruling Class* □New York□McGraw Hill□1939□□451□

[7] □□□□□□□□□□□□□□□□□□□□

[8] David Beetham□“Mosca□Pareto□and Weber□A Historical Comparison□” in Wolfgang Mommsen and Jurgen Osterhammel□eds.□*Max Weber and His Contemporaries* □London□Allen & Unwin□1987□□139-158.

[9] Vilfredo Pareto□*The Mind and Society*□□Arthur Livingston□□□4 volumes □New York□Harcourt Brace□1935□□

[10] Geraint Parry□*Political Elites* □London□George Allen & Unwin□1969□.

[11] Gustave Le Bon□*The Crowd□A Study of the Popular Mind* □New York□The Macmillan Co.□1896□□13□□□ http□//etext.virginia.edu/toc/modeng/public/BonCrow.html□

[12] H.Stuart Hughes□*Consciousness and Society□The Reorientation of European Social Thought* □Cambridge□MA□Harvard University Press□1958□□161.

[13] Irving Louis Horowitz□*Radicalism and the Revolt Against Reason□The Social Theories of George Sorel* □Abingdon□Routledge & Kegan Paul□2009□.□□

□□□□□□“□□□□□□……□□□□□□□□□□□□□□□□□□□□□□……□□□□□□□□□□”□p.9□□

[14] Jeremy Jennings□ed.□*Sorel□Reflections on Violence* □Cambridge□UK□Cambridge University Press□1999□□viii.1906□□□□□□Le Mouvement Sociale.

[15] Antonio Gramsci□*The Modern Prince & Other Writings* □New York□International Publishers□1957□□143.

[16] Thomas R.Bates□“Gramsci and the Theory of Hegemony□” *Journal of the History of Ideas* 36□no.2□April-June 1975□□352.

[17] Joseph Femia□“Hegemony and Consciousness in the Thought of Antonio Gramsci□” *Political Studies* 23□no.1□1975□□37.

[18] Joseph Femia□“Hegemony and Consciousness in the Thought of Antonio Gramsci□” *Political Studies* 23□no.1□1975□□33□

[19] Antonio Gramsci□*The Modern Prince & Other Writings* □New York□International Publishers□1957□□137.

[20] Walter L.Adamson□*Hegemony and Revolution□A Study of Antonio Gramsci's Political and Cultural Thought* □Berkeley□University of California Press□1980□□223□209.

[21] Walter L.Adamson□*Hegemony and Revolution□A Study of Antonio Gramsci's Political and Cultural Thought* □Berkeley□University of California Press□1980□□223□

[22] T.K.Jackson Lears□“The Concept of Cultural Hegemony□Problems and Possibilities□” *The American Historical Review* 90□no.1□June 1985□□578.

[23] Adolf Hitler□Mein Kampf□vol.I□ch.X.First published in 1925.

[24] James Burnham□The Managerial Revolution□London□Putnam□1941□.□□□□Kevin J.Smant□*How Great the Triumph□James Burnham□Anti-Communism□and the Conservative Movement* □New York□University Press of America□1991□.

[25] Bruno Rizzi□*The Bureaucratization of the World*□□Adam Westoby□□□New York□The Free Press□1985□.

[26] Bruno Rizzi□*The Bureaucratization of the World*□□Adam Westoby□□□New York□The Free Press□1985□□223-225□269□

[27] □□□C.Wright Mills□“A Marx for the Managers□” in Irving Horowitz□ed.□*Power□Politics and People□The Collected Essays of C.Wright Mills* □New York□Oxford University Press□1963□□53-71□□□·□□1984□□□□□□□□□□□□□□□□□□□□□□□□“James Burnham and the Managerial

Revolution□” *New English Weekly*□May 1946□□□http□//www.k-1.com/Orwell/site/work/essays/burnham.html□

[28] □□□□□□□□□□□□□1972□□□□□□□□□□□□□□□□□□□□□

[29] Stuart Ewen□*PR□A Social History of Spin* □New York□Basic Books□1996□□69.

[30] Stuart Ewen□*PR□A Social History of Spin* □New York□Basic Books□1996□□68□

[31] Robert Park□*the Mass and the Public□and Other Essays* □Chicago□University of Chicago Press□1972□□80.□□□□□1904□□

[32] □□□Stuart Ewen□*PR□A Social History of Spin* □New York□Basic Books□1996□□48.

[33] Ronald Steel□*Walter Lippmann and the American Century* □New Brunswick□NJ□Transaction Publishers□1999□.

[34] W.I.Thomas and Dorothy Swaine Thomas□*The Child in America□Behavior Problems and Programs* □New York□Knopf□1928□.□□□□□□□□□□□□Robert Merton□□□“□□□□□□□□□□□□□□□□□□□□□□□□”□“Social Knowledge and Public Policy□” in *Sociological Ambivalence* □New York□Free Press□1976□□174.□□□□Robert Merton□“The Thomas Theorem and the Matthew Effect□” *Social Forces* 74□no.2□December 1995□□379-424□

[35] Walter Lippmann□*Public Opinion* □New York□Harcourt Brace & Co□1922□□59□□□http□//xroads.virginia.edu/□Hyper2/CDFinal/Lippman/cover.html□

[36] Michael Schudson□“The ‘Lippmann-Dewey Debate’and the Invention of Walter Lippmann as an Anti-Democrat 1986-1996□” *International Journal of Communication* 2□2008□□140.

[37] Harold D.Lasswell□“The Theory of Political Propaganda□” *The American Political Science Review* 21□no.3□August 1927□□627-631.

[38] Sigmund Freud□*Group Psychology and the Analysis of the Ego* □London□The Hogarth Press□1949□. First published 1922□□□http□//archive.org/stream/grouppsychologya00freu/grouppsychologya00freu_djvu.txt□

[39] Wilfred Trotter□*Instincts of the Herd in Peace and War* □New York□Macmillan□1916□□Harvey C.Greisman□“Herd Instinct and the Foundations of Biosociology□” *Journal of the History of the Behavioral Sciences* 15□1979□□357-369.

[40] Edward Bernays□*Crystallizing Public Opinion* □New York□Liveright□1923□□35.

[41] Edward Bernays□*Propaganda* □New York□H.Liveright□1936□□71.

[42] □□□□1947□□□□□□□Edward L.Bernays□“The Engineering of Consent□” *The Annals of the American Academy of Political and Social Science* 250 □1947□□113□

[43] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Larry Tye□*The Father of Spin□Edward L.Bernays and the Birth of Public Relations* □New York□Holt□1998□□27-35.

[44] “Are We Victims of Propaganda□A Debate.Everett Dean Martin and Edward L.Bernays□” *Forum Magazine*□March 1929.

[illegible] [illegible]

[illegible]”[illegible]

——[illegible]·[illegible]·[illegible]

[illegible]

[illegible]

[illegible]1867[illegible]1928[illegible][[illegible]·[illegible]Emmeline Pankhurst[illegible]·[illegible]Christabel Pankhurst[illegible]WSPU[illegible]][illegible]

[illegible]

[illegible]·[illegible]“[illegible]”[illegible]WSPU[illegible]1912[illegible]·[illegible]

[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]WSPU[illegible][1]

1920[illegible]——[illegible]

[illegible][2][illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]·[illegible]

[illegible]·[illegible]·[illegible]Henry David Thoreau[illegible]“[illegible]”[illegible]6[illegible]“[illegible]”[illegible]1849[illegible]“[illegible]”[illegible][3][illegible][4]

[illegible]*The Kingdom of God is Within You*[illegible]“[illegible]”[illegible]1908[illegible]*A Letter to a Hindu*[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][5]

[illegible]

[illegible]satyagraha[illegible][6][illegible]

1930[illegible]3[illegible]388[illegible]1931[illegible]·[illegible]·[illegible]William Wedgwood Benn[illegible]“[illegible]……[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][7]

[illegible]

[illegible]——[illegible]——[illegible]

[illegible]1948[illegible]

[illegible]

[illegible]

[illegible]·[illegible]Jim Crow laws[illegible]

[illegible]

[illegible]1895[illegible]·[illegible]Booker T.Washington[illegible]“[illegible]”[illegible]Atlanta Compromise[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]·[illegible]W.E.B.[illegible]“[illegible]”[illegible]·[illegible]·[illegible]National Association for the Advancement of Colored People[illegible]NAACP[illegible]

1924[illegible]·[illegible]Franklin Frazier[illegible]·[illegible]Ellen Winsor[illegible]“[illegible]”[illegible]

[illegible]·[illegible]

[illegible]“[illegible]

[illegible]”[8][illegible]“[illegible]”[illegible][9]

[illegible]——[illegible]——[illegible][10][illegible]·[illegible]（Richard Gregg）[illegible]——[illegible]——[illegible]“[illegible]”[illegible][11]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]（Reinhold Niebuhr）[illegible]

[illegible]*Moral Man And Immoral Society*[illegible][12]

[illegible]“[illegible]——[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

1942[illegible]5[illegible]·[illegible]Jack Spratt[illegible]28[illegible]“[illegible]”[illegible][13][illegible]

[illegible]·[illegible]James Farmer[illegible]Jr.[illegible]the Fellowship of Reconciliation[illegible]FOR[illegible]·[illegible]A.J.[illegible]A.J.Muste[illegible]1915[illegible]1940[illegible]1953[illegible][14][illegible]

[illegible]·[illegible]George Houser[illegible]CORE[illegible]“[illegible]”[illegible]Brotherhood Mobilization Plan[illegible][15][illegible]“[illegible]”[16]

[illegible]·[illegible]·[illegible]Krishnalal Shridharani[illegible]*War Without*

Violence[illegible]

[illegible]1943[illegible]6[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][17][illegible]

[illegible]·[illegible]Bayard Rustin[illegible]1912[illegible]Young Communist League[illegible]1941[illegible]·[illegible]Philip Randolph[illegible]1[illegible][18]

[illegible]Fair Employment Act[illegible]20[illegible]·[illegible]1953[illegible]“[illegible]——[illegible]”[illegible][19]

[illegible]·[illegible]·[illegible]1954[illegible]

[illegible]1955[illegible]11[illegible]NAACP[illegible]·[illegible]Rosa Parks[illegible]“[illegible]”[illegible][20][illegible]3/4[illegible]1956[illegible]

[illegible]

[illegible]10[illegible]·[illegible]·[illegible]Dr.Martin Luther King[illegible]Jr.[illegible]MIA[illegible]

[illegible]

[illegible][21][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][22]

[illegible]MIA[illegible]1956[illegible]1[illegible][23][illegible]·[illegible]Glenn Smiley[illegible]·[illegible]1956[illegible]*The Power of Non-Violence*[illegible][24][illegible]·[illegible]Harris Wofford[illegible]·[illegible]Stanley Levison[illegible]

[illegible]MIA[illegible]“[illegible]

[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][25][illegible]“[illegible]”[illegible]

[illegible][26][illegible]“[illegible]”“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1956[illegible]12[illegible][27]

[illegible]*Stride Toward Freedom*[illegible]Garrow[illegible]“[illegible]”[illegible]“[illegible]”[illegible][28][illegible]

[illegible]·[illegible]·[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible][29]1957[illegible]Southern Christian Leadership Conference[illegible]SCLC[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]NAACP[illegible]·[illegible]Roy Wilkins[illegible]·[illegible]“[illegible]”[30]

[illegible][31][illegible]·[illegible]Ella Baker[illegible][32][illegible]Fairclough[illegible]“[illegible]……[illegible]”[illegible][33]

[illegible]5%[illegible]

[illegible]Student Nonviolent Coordinating Committee[illegible]SNCC[illegible]1960[illegible]1961[illegible]1942[illegible]·[illegible]4[illegible]NAACP[illegible]“[illegible]”[illegible][34][illegible]5[illegible]“[illegible]”[illegible]

1961[illegible]12[illegible]“[illegible]”[illegible]“[illegible]”[illegible][35][illegible]“[illegible]”[illegible][36][illegible]1963[illegible]——[illegible]“[illegible]”[illegible]·[illegible]Eugene “Bull” Connor[illegible][37]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][38][illegible]

“[illegible]”[39][illegible]

[illegible]1963[illegible]4[illegible]60[illegible]25[illegible]·[illegible]Ralph Abernathy[illegible]

[illegible]5[illegible]2[illegible]1000[illegible]“[illegible]‘[illegible]’[illegible]”[40]5[illegible]7[illegible]3000[illegible]“[illegible]‘[illegible]’”[41][illegible]

1963[illegible]6[illegible]19[illegible]1963[illegible]8[illegible]25[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]

---

[1] Laura E.Nym Mayhall□*The Militant Suffrage Movement□Citizenship and Resistance in Britain□1860-1930*□Oxford□Oxford University Press□2003□□45□79□107□115.

[2] Donna M.Kowal□“One Cause□Two Paths□Militantvs. Adjustive Strategies in the British and American Women’s Suffrage Movements□” *Communication Quarterly* 48□no.3□2000□□240-255.

[3] Henry David Thoreau□Civil Disobedience□originally published as Resistance to Civil Government□1849□.□□http□//thoreau.eserver.org/civil.html□

[4] □□1942□“□□□□□”□□□□□□“□□□□□□□□□□□□□□□□□□□□‘□□□□□□□□’□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□□□□□□□□□□George Hendrick□“The Influence of Thoreau’s ‘Civil Disobedience’on Gandhi’s Satyagraha□” *The New England Quarterly* 29□no.4□December 1956□□462-471□

[5] Leo Tolstoy□*A Letter to a Hindu*□introduction by M.K.Gandhi□1909□□□□http□//www.online-literature.com/tolstoy/2733□

[6] □□□□□□Judith M.Brown□“Gandhi and Civil Resistance in India□1917-47□Key Issues□” in Adam Roberts and Timothy Garton Ash□eds.□*Civil Resistance & Power Politics□The Experience of Non-Violent Action from Gandhi to the Present* □Oxford□Oxford University Press□2009□□43-57.

[7] Sean Scalmer□*Gandhi in the West□The Mahatma and the Rise of Radical Protest* □Cambridge□UK□Cambridge University Press□2011□□54□57.

[8] “To the American Negro□A Message from Mahatma Gandhi□” *The Crisis*□July 1929□225.

[9] Vijay Prashad□“Black Gandhi□” *Social Scientist* 37□no.1/2□January/February 2009□□4-7□45.

[10] Leonard A.Gordon□“Mahatma Gandhi’s Dialogues with Americans□” *Economic and Political Weekly* 37□no.4□January-February 2002□□337-352.

[11] Joseph Kip Kosek□“Richard Gregg□Mohandas Gandhi□and the Strategy of Nonviolence□” *The Journal of American History* 91□no.4□March 2005□□1318-1348.□□□□□□□□□□□□□□□□□□□□□□□□□□□*The Power of Non-Violence* □London□James Clarke & Co.□1960□□□□□□□1934□□

[12] Reinhold Neibuhr□*Moral Man and Immoral Society* □New York□Scribner□1934□.

[13] □□□James Farmer□*Lay Bare the Arms□An Autobiography of the Civil Rights Movement* □New York□Arbor House□1985□□106-107.

[14] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□Chapter 9 of Ira Chernus□*American Nonviolence□The History of an Idea* □New York□Orbis□2004□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[15] August Meierand and Elliott Rudwick□*CORE□A Study in the Civil Rights Movement□1942-1968*□New York□Oxford University Press□1973□□102-103.

[16] August Meierand and Elliott Rudwick□*CORE□A Study in the Civil Rights Movement□1942-1968*□New York□Oxford University Press□1973□□111□

[17] Krishnalal Shridharani□*War Without Violence□A Study of Gandhi’s Method and Its Accomplishments* □New York□Harcourt Brace & Co.□1939□.□□

James Farmer□*Lay Bare the Heart□An Autobiography of the Civil Rights Movement* □New York□Arbor Books□1985□□93-95□112-113□

[18] Paula F.Pfeffer□*A.Philip Randolph.Pioneer of the Civil Rights Movement* □Baton Rouge□Louisiana State University Press□1990□.

[19] Jervis Anderson□*Bayard Rustin□Troubles I've Seen* □NewYork□HarperCollins□1997□□17.

[20] Adam Fairclough□"The Preachers and the People□The Origins and Early Years of the Southern Christian Leadership Conference□1955-1959□" *The Journal of Southern History* 52□no.3□August 1986□□403-440.

[21] □□□David Garrow□*Bearing the Cross□Martin Luther King Jr. and the Southern Christian Leadership Conference□1955-1968*□New York□W.Morrow□1986□□28□

[22] David Garrow□*Bearing the Cross□Martin Luther King Jr. and the Southern Christian Leadership Conference□1955-1968*□New York□W.Morrow□1986□□43□Bo Wirmark□"Nonviolent Methods and the American Civil Rights Movement 1955-1965□" *Journal of Peace Research* 11□no.2□1974□□115-132□Akinyele Umoja□"1964□The Beginning of the End of Nonviolence in the Mississippi Freedom Movement□" *Radical History Review* 85□Winter 2003□□201-226.

[23] Sean Scalmer□*Gandhi in the West□The Mahatma and the Rise of Radical Protest* □Cambridge□UK□Cambridge University Press□2011□□180.

[24] □□□□□□□□□M.K.Gandhi□*An Autobiography□The Story of My Experiments with Truth*□□Mahadev Desai□□□Ahmedabad□Navajivan Publishing House□1927□□Louis Fischer□*The Life of Mahatma Gandhi* □London□Jonathan Cape□1951□□Henry David Thoreau□"Civil Disobedience□"1849□Walter Rauschenbusch□*Christianity and the Social Crisis* □New York□Macmillan Press□1908□□Richard B.Gregg□□*The Power of Non-Violence*□□Ira Chernus□□*American Nonviolence□The History of an Idea*□□Maryknoll□NY□Orbis Books□2004□□169-171□□□James P.Hanigan□*Martin Luther King□Jr. and the Foundations of Nonviolence* □Lanham□MD□University Press of America□1984□□1-18□

[25] Taylor Branch□*Parting the Waters.America in the King Years□1954-63* □New York□Touchstone□1988□□55.

[26] Martin Luther King□"Our Struggle□" *Liberation*□April 1956□□□http□//mlk-kpp01.stanford.edu/primarydocuments/Vol3/Apr-1956_OurStruggle.pdf□

[27] Taylor Branch□*Parting the Waters.America in the King Years□1954-63* □New York□Touchstone□1988□□195.

[28] David Garrow□*Bearing the Cross□Martin Luther King Jr. and the Southern Christian Leadership Conference□1955-1968*□111.□□□□□□□□□□□□□□□□□□□□“□□”□□□□□□“□□”Martin Luther King□Jr.□“Pilgrimage to Nonviolence□” in *Stride Toward Freedom□The Montgomery Story* □New York□Harper & Bros.□1958□□102□Gregg□*The Power of Non-Violence*□93.

[29] Daniel Levine□*Bayard Rustin and the Civil Rights Movement* □New Brunswick□Rutgers University Press□2000□□95.

[30] □□□Jervis Anderson□*Bayard Rustin□Troubles I've Seen* □NewYork□HarperCollins□1997□□192□

[31] Aldon Morris□“Black Southern Student Sit-in Movement□An Analysis of Internal Organization□” *American Sociological Review* 46□no.6□December 1981□□744-767.

[32] □□□□□□□□□□□□□□□□□□□Barbara Ransby□*Ella Baker and the Black Freedom Movement□A Radical Democratic Vision* □Chapel Hill□University of North Carolina Press□2003□□189-192□

[33] Alan Fairclough□“The Preachers and the People□”424.

[34] Aldon Morris□“Black Southern Student Sit-in Movement□An Analysis of Internal Organization□” *American Sociological Review* 46□no.6□December 1981□□755.

[35] Doug McAdam□“Tactical Innovation and the Pace of Insurgency□” *American Sociological Review* 48□no.6□December 1983□□748.

[36] Bayard Rustin□*Strategies for Freedom□The Changing Patterns of Black Protest* □New York□Columbia University Press□1976□□24.

[37] Aldon D.Morris□“Birmingham Confrontation Reconsidered□An Analysis of the Dynamics and Tactics of Mobilization□” *American Sociological Review* 58□no.5□October 1993□□621-636.

[38] Letter from Birmingham Jail□April 16□1963□□□http□//mlk-kpp01.stanford.edu/index.php/resources/article/annotated_letter_from_birmingham/□

[39] Bayard Rustin□*Strategies for Freedom□The Changing Patterns of Black Protest* □New York□Columbia University Press□1976□□45.

[40] □□□Taylor Branch□*Parting the Waters.America in the King Years□1954-63*□New York□Touchstone□1988□□775.

[41] Martin Luther King□Jr.□*Why We Can't Wait* □New York□New American Library□1963□□104-105□Douglas McAdam□*Political Process and the*

Development of Black Insurgency 1930-1970□Chicago□University of Chicago Press□1983□□David J.Garrow□*Protest at Selma□Martin Luther King□Jr. and the Voting Rights Act of 1965*□New Haven□CT□Yale University Press□1978□□Taylor Branch□*Parting the Waters.America in the King Years□1954-63*□New York□Touchstone□1988□□Thomas Brooks□*Walls Come Tumbling Down□A History of the Civil Rights Movement* □Englewood Cliffs□Prentice-Hall□1974□.

[illegible] [illegible]

> [illegible]
>
> ——[illegible]·[illegible]1964[illegible]12[illegible]“[illegible]”

[illegible]（Students for a Democratic Society，SDS）[illegible]

[illegible]SDS[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]SDS[illegible]（League for Industrial Democracy）[illegible]·[illegible]

[illegible]

1962[illegible]SDS[illegible]United Auto Workers[illegible]SDS[illegible]·[illegible]Tom Hayden[illegible]SDS[illegible]The Port Huron Statement[illegible]“[illegible]”“[illegible]”[illegible]“[illegible]”[1][illegible]·[illegible]Todd Gitlin[illegible]“[illegible]”[illegible]“[illegible]”[illegible][2]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]·[illegible]William Whyte[illegible]*The Organization Man*[illegible]“[illegible]”[illegible][3][illegible]·[illegible]David Riesman[illegible]*The Lonely Crowd*[illegible]·[illegible]C.Wright Mills[illegible]*White Collar Workers*[illegible]

[illegible][4][illegible]·[illegible]Erich Fromm[illegible]*The Fear of Freedom*[illegible][5]

[illegible]1970[illegible]·[illegible]Theodore Roszak[illegible]

[illegible]“[illegible]”[illegible]

> [illegible]
> [illegible]

[illegible][6][illegible]“[illegible]”[illegible]

[illegible]

[illegible]-[illegible]·[illegible]Jean-Paul Sartre[illegible]“[illegible]”[illegible][7][illegible]·[illegible]Albert Gamus[illegible]1940[illegible]1947[illegible]

[illegible]·[illegible]“[illegible]”[8][illegible]

[illegible]

1962[illegible]45[illegible]·[illegible][9][illegible][10][illegible]

[illegible]·[illegible]Hans Gerth[illegible]·[illegible][11]

[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Robert Dahl[illegible]*Who Governs*[illegible]*Democracy and Power in an American City*[illegible][12][illegible]

[illegible]putative[illegible]actual[illegible][13][illegible]“A[illegible]B[illegible]A[illegible]B[illegible]”[14]A[illegible]B[illegible]A[illegible]

[illegible]·[illegible]Peter Bachrach[illegible]·[illegible]Morton Baratz[illegible]1962[illegible]

> [illegible]A[illegible]B[illegible]A[illegible]A[illegible]A[illegible]B[illegible]A[illegible][15]

[illegible]A[illegible]B[illegible]A[illegible]A[illegible]A[illegible][16]

[illegible]“[illegible]”[illegible][17][illegible]

[illegible]*The Sociological Imagination*[illegible][18][illegible]20%[illegible]“[illegible]——[illegible]——[illegible]”

[illegible]

[illegible]·[illegible]60[illegible]1962[illegible]6[illegible]·[illegible]“[illegible]”[illegible][19][illegible]·[illegible]Arnold Kaufman[illegible]·[illegible]·[illegible]“[illegible]”[20]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]cheerful robot[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][21]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][22][illegible]

[illegible][23]

[illegible]——[illegible]

[illegible]·[illegible]Dick Flacks[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][24]

[illegible]——[illegible]Economic Research and Action Project[illegible][25][illegible]

[illegible][26][illegible]

[illegible][27]

[illegible]·[illegible]James Forman[illegible]1964[illegible]

[illegible]SNCC[illegible]·[illegible]Francesca Polletta[illegible]*Freedom Is an Endless Meeting*[illegible]“[illegible]”[illegible]1966[illegible]SNCC[illegible][28]

[illegible]

[illegible]·[illegible]Saul Alinsky[illegible]·[illegible]1909[illegible]1926[illegible]·[illegible]1921[illegible]·[illegible]Edwin Burgess[illegible]*Introduction to the Science Sociology*[illegible]20[illegible]“[illegible]”[illegible]“[illegible]”[illegible][29]

[illegible]·[illegible]Al Capone[illegible]“[illegible]”[illegible][30][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible][31][illegible][32][illegible]1936[illegible]the Chicago Area Project[illegible][33][illegible]

1938[illegible]Back of The Yards[illegible]·[illegible]1906[illegible]1940[illegible]

[illegible]“[illegible]10[illegible]”[illegible]“[illegible]”[illegible][34][illegible]-[illegible]

1941[illegible]*American Journal of Sociology*[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][35]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][36][illegible]

[illegible]·[illegible]John Lewis[illegible]American Federation of Labor[illegible]Congress of Industrial Organizations[illegible]CIO[illegible]1937[illegible]CIO[illegible]340[illegible]1939[illegible]7[illegible]

[illegible]Industrial Areas Foundation[illegible]

[illegible]CIO[illegible]“[illegible]”[37]

1946[illegible]*Reveille for Radicals*[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”“[illegible]”[illegible]“[illegible]”[illegible]——[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][38][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][39]

[illegible]1972[illegible]Woodlawn[illegible]Rochester[illegible]

□□□

□□□□□□□□□□□□□□□□□□□□□□□□*Rules for Radicals*□□“□□”□

□□□□□□□□□11□□“□□”□□□“□□□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□”□□“□□”□□“□□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□□□“□□□”

□□□·□□□□□Charles Silberman□□□□□□□□□□□□□□□□□□□□□□□□“□□”□[40]□□□□□□□□□□□□□□

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1967[illegible]4[illegible]

[illegible]“[illegible]”[illegible]3[illegible][41]

[illegible]·[illegible]·[illegible]Nicholas von Hoffman[illegible]10[illegible]1962[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][42]

[illegible]

[illegible]·[illegible]Cesar Chavez[illegible]·[illegible]Fred Ross[illegible]10[illegible]United Farm Workers Union[illegible]UFW[illegible]1966[illegible]5[illegible]

[illegible]-[illegible]AFL-CIO[illegible][43][illegible]

[illegible]——[illegible]

> [illegible]……[illegible]……[illegible]——[illegible]……[illegible]——[illegible][44]

[illegible]1968[illegible]

[illegible]25[illegible]·[illegible]

> [illegible][45]

[illegible]“[illegible]”[illegible][46]

[illegible]·[illegible]Marshall Ganz[illegible]“[illegible]”[illegible][47][illegible]

[illegible]UFW[illegible][48]

[illegible]

[illegible]1945[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible][49]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]1964[illegible]·[illegible]·[illegible]SDS[illegible][50][illegible]

[illegible]·[illegible]·[illegible]1966[illegible]“[illegible]‘[illegible]’[illegible]”[51][illegible]“[illegible]”[illegible][52]

[illegible]·[illegible]Bayard Rustin[illegible]·[illegible]Michael Daley[illegible]“[illegible]”[illegible]“[illegible]”[illegible][53][illegible]

[illegible]——[illegible]——[illegible]

□□□

---

[1] Tom Hayden□*Reunion□A Memoir* □New York□Collier□1989□□87.□□□□□□□□□□SDS□□□□□□□Kirkpatrick Sale□*The Rise and Development of the Students for a Democratic Society* □New York□Vintage Books□1973□.

[2] Todd Gitlin□*The Sixties□Years of Hope□Days of Rage* □New York□Bantam Books□1993□□286.

[3] William H.Whyte□*The Organization Man* □Pennsylvania□University of Pennsylvania Press□2002□. First published 1956.

[4] David Riesman□*The Lonely Crowd* □New York□Anchor Books□1950□.

[5] Erich Fromm□*The Fear of Freedom* □London□Routledge□1942□.

[6] Theodore Roszak□*The Making of a Counter-Culture* □London□Faber & Faber□1970□□10-11.

[7] □□Jean-Paul Sartre□*Being and Nothingness□An Essay in Phenomenological Ontology* □New York□Citadel Press□2001□□□□□□1943□□*Existentialism and Humanism* □London□Methuen□2007□□□□□□1946□□

[8] Albert Camus□*The Plague* □New York□Vintage Books□1961□.□□□□□1949□□

[9] Irving Horowitz□*C.Wright Mills□An American Utopian* □New York□The Free Press□1983□□□□□□□□□□□□□□□□□□□John H.Summers□“The Epigone’s Embrace□Irving Louis Horowitz on C.Wright Mills□” *Minnesota Review* 68□Spring 2007□□107-124□□□□□□□□□□□

[10] C.Wright Mills□*Sociology and Pragmatism* □New York□Oxford University Press□1969□□423.□□□□□□□

[11] □ Listen Yankee□New York□Ballantine□1960□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[12] Robert Dahl□*Who Governs□Democracy and Power in an American City* □New Haven□CT□Yale University Press□1962□.

[13] David Baldwin□“Power Analysis and World Politics□New Trends versus Old Tendencies□” *World Politics* 31□no.2□January 1979□□161-194.□□□□□□□Klaus Knorr□*The Power of Nations□The Political Economy of International Relations* □New York□Basic Books□1975□□

[14] Robert Dahl□"The Concept of Power□" *Behavioral Science 2*□1957□□201-215.

[15] Peter Bachrach and Morton S.Baratz□"Two Faces of Power□" *The American Political Science Review* 56□no.4□December 1962□□947-952.□□□□Peter Bachrach and Morton S.Baratz□"Decisions and Non-Decisions□An Analytical Framework□" *The American Political Science Review* 57□no.3□September 1963□□632-642.

[16] C.Wright Mills□*The Power Elite* □Oxford□Oxford University Press□1956□.

[17] Theodore Roszak□*The Making of a Counter-Culture* □London□Faber & Faber□1970□□25.

[18] C.Wright Mills□*The Sociological Imagination* □New York□Oxford University Press□1959□.

[19] Tom Hayden and Dick Flacks□"The Port Huron Statement at 40□" *The Nation*□July 18□2002.□□□□□□□□□□□□□□2□□□□□□□35□□□□□□"□□□"□□□□□□□

[20] Tom Hayden□*Reunion□A Memoir* □New York□Collier□1989□□80. *On the impact of Mills*□□□John Summers□"The Epigone's Embrace□Part II□C.Wright Mills and the New Left□" *Left History* 13.2□Fall/Winter 2008□□

[21] □□□□□□□□□The Port Huron Manifesto□□□http□//coursesa.matrix.msu.edu/□hst306/documents/huron.html□

[22] Tom Hayden□*Reunion□A Memoir* □New York□Collier□1989□□75.

[23] Port Huron Manifesto.

[24] Richard Flacks□"Some Problems□Issues□Proposals□" July 1965□□□□Paul Jacobs and Saul Landau□*The New Radicals* □New York□Vintage Books□1966□□167-169□

[25] Tom Hayden and Carl Wittman□"Summer Report□Newark Community Union□1964□" in Massimio Teodori□*The New Left□A Documentary History* □London□Jonathan Cape□1970□□133.

[26] Tom Hayden□"The Politics of the Movement□" *Dissent*□Jan/Feb 1966□208.

[27] Tom Hayden□"Up from Irrelevance□" *Studies on the Left*□Spring 1965.

[28] Francesca Polletta□"*Freedom Is an Endless Meeting*"□*Democracy in American Social Movements* □Chicago□University of Chicago Press□2002□.

[29] Lawrence J.Engel□"Saul D.Alinsky and the Chicago School□" *The Journal of Speculative Philosophy* 16□no.1□2002□.

[30] Robert Park□“The City□Suggestions for the Investigation of Human Behavior in the City Environment□” *The American Journal of Sociology* 20□no.5□March 1915□□577-612.

[31] Lawrence J.Engel□“Saul D.Alinsky and the Chicago School□” *The Journal of Speculative Philosophy* 16□no.1□2002□□54-57.□□□□□□□□□□□□□“□□□□□□□□□□□□□□”□□□□□□“□□□□□□□□□□□□□□□□□□□□”□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□”□□□□□□

[32] □□□□□□□□□□□□Frank Nitti□□□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□”□□□“□□□□□□□□□□□□□□□Bugs Moran□Roger Touhy□□□□□□□□”□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□“□□□□□□□□□□□□□□”□□·□□□□□□□□*Playboy Magazine*□March 1972.

[33] Lawrence J.Engel□“Saul D.Alinsky and the Chicago School□” *The Journal of Speculative Philosophy* 16□no.1□2002□□60.

[34] “Empowering People□Not Elites□”□□·□□□□□□□□

[35] Saul D.Alinsky□“Community Analysis and Organization□” *The American Journal of Sociology* 46□no.6□May 1941□□797-808.

[36] Sanford D.Horwitt□“*Let Them Call Me Rebel*”□*Saul Alinsky□His Life and Legacy* □New York□Alfred A.Knopf□1989□□39.

[37] Saul D.Alinsky□*John Lewis□An Unauthorized Biography* □New York□Vintage Books□1970□□104□219.

[38] Saul D.Alinsky□*Reveille for Radicals* □Chicago□University of Chicago Press□1946□□22.

[39] Sanford D.Horwitt□“*Let Them Call Me Rebel*”□*Saul Alinsky□His Life and Legacy* □New York□Alfred A.Knopf□1989□□174.

[40] Charles Silberman□*Crisis in Black and White* □New York□Random House□1964□□335.

[41] “This did not work out□” he recorded in a notebook.□□Sanford D.Horwitt□“*Let Them Call Me Rebel*”□*Saul Alinsky□His Life and Legacy* □New York□Alfred A.Knopf□1989□□530.

[42] Nicholas von Hoffman□*Radical□A Portrait of Saul Alinsky* □New York□Nation Books□2010□□75□36.

[43] □□□□□□□1955□□□□

[44] El Malcriado□no.14□July 9□1965□□□□Marshall Ganz□*Why David Sometimes Wins□Leadership□Organization and Strategy in the California Farm Worker Movement* □New York□Oxford University Press□2009□□93□

[45] Randy Shaw□*Beyond the Fields□Cesar Chávez□the UFW□and the Struggle for Justice in the 21st Century* □Berkeley and Los Angeles□University of California Press□2009□□87-91.

[46] Nicholas von Hoffman□*Radical□A Portrait of Saul Alinsky* □New York□Nation Books□2010□□163.

[47] Marshall Ganz□*Why David Sometimes Wins□Leadership□Organization and Strategy in the California Farm Worker Movement* □New York□Oxford University Press□2009□.

[48] Miriam Pawel□*The Union of Their Dreams□Power□Hope□and Struggle in Cesar Chávez's Farm Worker Movement* □New York□Bloomsbury Press□2009□.

[49] Nicholas von Hoffman□*Radical□A Portrait of Saul Alinsky* □New York□Nation Books□2010□□51-52.

[50] Sanford D.Horwitt□"*Let Them Call Me Rebel*"□*Saul Alinsky□His Life and Legacy* □New York□Alfred A.Knopf□1989□□524-526.

[51] "Empowering People□Not Elites□"□□·□□□□□□□□

[52] Nicholas von Hoffman□*Radical□A Portrait of Saul Alinsky* □New York□Nation Books□2010□□69.

[53] David J.Garrow□*Bearing the Cross□Martin Luther King Jr. and the Southern Christian Leadership Conference* □New York□Quill□1999□□455.

[illegible]

[illegible]

[illegible]

[illegible]

——[illegible]·[illegible]·[illegible]

[illegible]SNCC[illegible]SNCC[illegible]“[illegible]”[illegible]SNCC[illegible]·[illegible]·[illegible]

[illegible]·[illegible]Malcolm X[illegible]“[illegible]”[illegible]Nation of Islam[illegible]·[illegible]“[illegible]”[illegible]1964[illegible]1965[illegible]2[illegible][1]

[illegible]·[illegible]Frantz Fanon[illegible]National Liberation Front[illegible]FLN[illegible]1961[illegible]*The Wretched of the Earth*[illegible]-[illegible]·[illegible]

[illegible][2][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”“[illegible]”[illegible][3][illegible]“[illegible]……[illegible]”[illegible]“[illegible]”[4][illegible]·[illegible]Hannah Arendt[illegible]——“[illegible]”——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible][5]

[illegible]1965[illegible]Jacobs[illegible]Landau[illegible]“[illegible]”[illegible][6]SNCC[illegible]“[illegible]”[illegible]·[illegible]“[illegible]”[illegible]·[illegible]·[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Stokely Carmichael[illegible]SNCC[illegible]1965[illegible]1966[illegible]SNCC[illegible]Greenwood[illegible]27[illegible]

> [illegible]black power[illegible]——[illegible][7]

[illegible]“[illegible]”[illegible]——“[illegible]”[illegible]SNCC[illegible]“[illegible]”[illegible][8]

[illegible]·[illegible]Charles Hamilton[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’[illegible]”[9]

[illegible]·[illegible]·[illegible]——“[illegible]”——[illegible][10][illegible]“[illegible]”[illegible][11]

1967[illegible]SNCC[illegible]·[illegible]H.Rap Brown[illegible]“[illegible]”[illegible]SNCC[illegible]

[illegible]Black Panther[illegible]SNCC[illegible]1966[illegible]
[illegible]·[illegible]Bobby Seale[illegible]“[illegible]”[illegible][12][illegible]5000[illegible]

[illegible]1967[illegible]“[illegible]……[illegible]”[13][illegible]·[illegible]Kwame Ture[illegible]

[illegible]·[illegible]SNCC[illegible]“[illegible]”[illegible]“[illegible]……[illegible]”[illegible]“[illegible]”[illegible][14][illegible]·[illegible]·[illegible]“[illegible]”[illegible]1965[illegible]2[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[15]

[illegible]“[illegible]”[illegible][16][illegible]“[illegible]

[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][17][illegible][18][illegible]

[illegible]

1965[illegible]1968[illegible]

1965[illegible]·[illegible]Paul Potter[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1965[illegible]4[illegible]——[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[19]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]SDS[illegible]·[illegible]Carl Oglesby[illegible]“[illegible]”[illegible][20]

1965[illegible]12[illegible]·[illegible]Staughton Lynd[illegible]*The Other Side*[illegible]“[illegible]”[illegible]

[illegible]1968[illegible][21][illegible]SDS[illegible]“[illegible]”[illegible][22]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1789[illegible]

□□□

□□□□□□□□·□□□□Herbert Marcuse□□□□□□□□·□□1964□□□□□□□□□□□*One-Dimensional Man*□□——□□□□□□□□□□□□□——□□“□□□□□”□repressive tolerance□□□□□□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

□□□□□□□□□□□□□□□□□□□□□□□□*An Essay on Liberation*□□“□□□□□□□□□□□□□□□□□□□□□□□□”□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□[23]

□“□□□□□”□Yankee imperialism□□□□□□□□□□□□□□□□□□□□·□·□□□□Ernesto Che Guevara□□□□□□□□□□□□□□□□□□□□□□□□□□·□□□□□□□□□□□□□□□□□·□□□□□Fulgencio Batista□□□□□□□30□□□□□□□□□□□□□□□□□□□□□□□□□□□

[illegible]1967[illegible]——[illegible]——[illegible]

1966[illegible]1[illegible]·[illegible]Tricontinental[illegible]Organization for Solidarity with the People of Asia[illegible]Africa and Latin America[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][24]

[illegible]“[illegible]”[illegible]foco[illegible]“[illegible]”[illegible]“1968[illegible]”[illegible]

[illegible]·[illegible]——[illegible]·[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]Herbert Matthews[illegible]40[illegible]“10[illegible]40[illegible]”[illegible][25][illegible]

[illegible]“[illegible]”[illegible][26][illegible]·[illegible]

1961[illegible]

[illegible]

[illegible]

[illegible][27]

[illegible]*People’s War*[illegible]*People’s Army*[illegible]“[illegible]”[illegible][28]

“[illegible]”[illegible]1963[illegible][29]

[illegible]·[illegible]

[illegible]Regis Debray[illegible]*Revolution in the Revolution*[illegible][30][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][31]

[illegible]·[illegible]Carlos Marighella[illegible]50[illegible]1966[illegible]1968[illegible]·[illegible]·[illegible]1969[illegible]·[illegible]*Mini-manual of the Urban Guerrilla*[illegible][32][illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

1967[illegible]12[illegible]·[illegible]·[illegible]Noam Chomsky[illegible]“[illegible]”[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]——[illegible]——[illegible]

[illegible]“[illegible]”[33][illegible][34]

[illegible]·[illegible]Eldridge Cleaver[illegible]“[illegible]”[illegible]“[illegible]”[illegible][35][illegible]SDS[illegible]“[illegible]”[illegible]Weathermen[illegible]

“[illegible]”[illegible]1968[illegible]4[illegible]5[illegible]4[illegible]·[illegible]·[illegible]6[illegible]·[illegible]——[illegible][36]——[illegible]“[illegible]”[illegible]Two[illegible]Three[illegible]Many Columbias[illegible]

> [illegible]——[illegible]

[illegible]“[illegible]”[37]

[illegible]·[illegible]Mark Rudd[illegible]“[illegible]·[illegible]”[illegible]“[illegible]”[illegible]——“[illegible]”——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]——[illegible]”[illegible][38]

[illegible]“[illegible]”[illegible]Weather Underground[illegible]·[illegible]“[illegible]”[illegible]SDS[illegible]300[illegible]“[illegible]——[illegible]”[illegible][39][illegible]·[illegible]Daniel Bell[illegible]“[illegible]”[illegible]SDS[illegible]“[illegible]”[40]

[illegible]

[illegible]——[illegible]

1967[illegible]“[illegible]”——[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]Allen Ginsberg[illegible]“[illegible]”[illegible]“[illegible]”[illegible][41]1963[illegible][42][illegible]

[illegible]

1966[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][43][illegible]·[illegible]Phil Ochs[illegible]1967[illegible]3000[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Abbie Hoffman[illegible]·[illegible]Jerry Rubin[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1966[illegible]“[illegible]”[illegible]1968[illegible]“[illegible]”[illegible]1[illegible]“[illegible]”[44]

[illegible]·[illegible]·[illegible]Hubert Humphrey[illegible]·[illegible]Eugene McCarthy[illegible]“[illegible]”[illegible]SDS[illegible]LSD[illegible]·[illegible]

[illegible]

[illegible]·[illegible]“[illegible]”[illegible]good Germans[illegible]——[illegible]——[illegible]“[illegible]”[illegible][45][illegible]“[illegible]”[illegible]“[illegible]”[illegible][46]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][47][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][48][illegible]/[illegible]/[illegible]/[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“Om”[illegible]“[illegible]‘Om’[illegible]‘Om’[illegible]‘Om’[illegible]”[illegible]7[illegible]“Om”[illegible]“[illegible]”[illegible]

[illegible][49][illegible]“[illegible]

[illegible]”[illegible]“[illegible]”[illegible][50]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]1973[illegible][51][illegible]

[illegible]

[illegible]“[illegible]”[illegible]1961[illegible]·[illegible]Eleanor Roosevelt[illegible]1963[illegible]“[illegible]”[illegible]1964[illegible]

□□□□□□□□□□□□□□□□□□□□□Equal Employment Opportunity Commission□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□1966□□□□□□□□National Organization of Women□□□NOW□□□□□□□□□·□□□Betty Friedan□□□□□□□□□□*The Feminine Mystique*□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□[52]□□□□□□□□□□□□□□□□□□□□□□□□□□□□40%□□

□□□·□□□□□1964□□□“□□SNCC□□□□□□□□□□”□□□·□□Mary King□□□□·□□□Casey Hayden□□□·□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□”□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□“□□□□□□□□□□□□□”□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□[53]

□□1967□□□[54]1969□□□□□·□□□□□Carol Hanisch□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□”□□□[55]□□——□□□□□□□□□□□□□□□□□□□□□——□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[illegible][56]

[illegible]“[illegible]”[illegible]1969[illegible]7[illegible]Stonewall Inn[illegible][57]

[illegible]——[illegible]——[illegible]SDS[illegible]

[illegible]

[illegible]SDS[illegible]SNCC[illegible]1989[illegible]——[illegible]——[illegible]2011[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Gene Sharp[illegible]·[illegible]·[illegible]*The Politics of Nonviolent Action*[illegible][58][illegible]“[illegible]”[illegible][59][illegible][60][illegible]

[illegible]·[illegible]SDS[illegible]·[illegible]SDS[illegible]·[illegible]*Letters to a Young Activist*[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][61]

---

[1] [illegible]·[illegible]Arthur Haley[illegible]*The Autobiography of Malcolm X*[illegible]New York[illegible]Ballantine Books[illegible]1992[illegible].

[2] David Macey[illegible]*Frantz Fanon*[illegible]*A Biography* [illegible]New York[illegible]Picador Press[illegible]2000[illegible].

[3] Frantz Fanon□*The Wretched of the Earth* □London□Macgibbon and Kee□1965□□28□Jean-Paul Sartre□*Anti-Semite and Jew* □New York□Schocken Books□1995□□152□□□□□1948□□□□Sebastian Kaempf□“Violence and Victory□Guerrilla Warfare□‘Authentic Self-Affirmation’and the Overthrow of the Colonial State□” *Third World Quarterly* 30□no.1□2009□□129-146.

[4] Preface to Fanon□*Wretched of the Earth*□18.

[5] Hannah Arendt□“Reflections on Violence□” *The New York Review of Books*□February 27□1969.□□□□□□*Crises of the Republic* □New York□Harcourt□1972□□

[6] Paul Jacobs and Saul Landau□*The New Radicals□A Report with Documents* □New York□Random House□1966□□25.

[7] Taylor Branch□*At Canaan’s Edge□America in the King Years 1965-68* □New York□Simon & Schuster□2006□□486.

[8] SNCC□“The Basis of Black Power□” *New York Times*□August 5□1966.

[9] Stokely Carmichael and Charles V.Hamilton□*Black Power□The Politics of Liberation in America* □New York□Vintage Books□1967□□12-13□58□66-67.

[10] David Garrow□*Bearing the Cross□Martin Luther King Jr. and the Southern Christian Leadership Conference□1955-1968*□New York□W.Morrow□1986□□488□□□chap.23□n.21□□

[11] Martin Luther King□Jr.□*Chaos or Community* □London□Hodder & Stoughton□1968□□56.

[12] Bobby Seale□*Seize the Time□The Story of the Black Panther Party and Huey P.Newton* □New York□Random House□1970□□79-81.

[13] Stokely Carmichael□“A Declaration of War□February 1968□” in Teodori□ed.□*The New Left*□258.

[14] John D’Emilio□*Lost Prophet□The Life and Times of Bayard Rustin* □New York□The Free Press□2003□□450-451.

[15] Bayard Rustin□“From Protest to Politics□” *Commentary* □February 1965□.

[16] Staughton Lynd□“Coalition Politics or Nonviolent Revolution□” *Liberation*□June/July 1965□197-198.

[17] Stokely Carmichael and Charles V.Hamilton□*Black Power□The Politics of Liberation in America* □New York□Vintage Books□1967□□72.

[18] Stokely Carmichael and Charles V.Hamilton□*Black Power□The Politics of Liberation in America* □New York□Vintage Books□1967□□92-93□

[19] Paul Potter□1965□4□17□□□□□□http□//www.sdsrebels.com/potter.htm□

[20] Jeffrey Drury□“Paul Potter□‘The Incredible War□’” *Voices of Democracy* 4□2009□□23-40.□□□□Sean McCann and Michael Szalay□“Introduction□Paul Potter and the Cultural Turn□” *The Yale Journal of Criticism* 18□no.2□Fall 2005□□209-220.

[21] Todd Gitlin□*The Sixties□Years of Hope□Days of Rage* □New York□Bantam Books□1993□□265-267□□□chap.24□n.2□□

[22] Mark Rudd□*Underground□My Life with SDS and the Weathermen* □New York□Harper Collins□2009□□65-66.

[23] Herbert Marcuse□*One-Dimensional Man* □London□Sphere Books□1964□□“Repressive Tolerance” in Robert Paul Wolff□Barrington Moore□Jr.□and Herbert Marcuse□eds.□*A Critique of Pure Tolerance* □Boston□Beacon Press□1969□□95-137□*An Essay on Liberation* □London□Penguin□1969□.

[24] Che Guevara□“Message to the Tricontinental□”1967□4□16□□□□□□□□□□□http□//www.marxists.org/archive/guevara/1967/04/16.htm□

[25] Max Boot□*Invisible Armies□An Epic History of Guerrilla Warfare from Ancient Times to the Present* □New York□W.W.Norton & Co.□2012□□438□□□chap.14□n.22□□*On Snow*□□□341□

[26] Matt D.Childs□“An Historical Critique of the Emergence and Evolution of Ernesto Che Guevara’s Foco Theory□” *Journal of Latin American Studies* 27□no.3□October 1995□□593-624.

[27] Che Guevara□*Guerrilla Warfare* □London□Penguin□1967□.□□□□Che Guevara□*The Bolivian Diaries* □London□Penguin□1968□□

[28] Matt D.Childs□“An Historical Critique of the Emergence and Evolution of Ernesto Che Guevara’s Foco Theory□” *Journal of Latin American Studies* 27□no.3□October 1995□□617.

[29] Paul Dosal□*Commandante Che□Guerrilla Soldier□Commander□and Strategist□1956-1967*□University Park□Pennsylvania University Press□2003□□313.

[30] Regis Debray□*Revolution in the Revolution* □London□Pelican□1967□.

[31] Regis Debray□*Revolution in the Revolution* □London□Pelican□1967□□51.Jon Lee Anderson□*Che Guevara□A Revolutionary Life* □New York□Bantam Books□1997□□□

[32] □□□□□□the *Tricontinental Bimonthly* □January-February 1970□.□□http□//www.marxists.org/archive/marighellacarlos/1969/06/minimanual-urban-guerrilla/index.htm□□□□□□□□□□□□□□John W.Williams□“Carlos Marighella□The Father of Urban Guerrilla Warfare□” *Terrorism* 12□no.1□1989□□1-20□

[33] □□□□Branch□*At Canaan’s Edge*□662-664□Henry Raymont□“Violence as a Weapon of Dissent Is Debated at Forum in ‘Village□’” *New York Times*□December 17□1967.□□□□□□□ Alexander Klein□ed.□*Dissent□Power□and Confrontation* □New York□McGraw Hill□1971□.

[34] Hannah Arendt□“Reflections on Violence□” *The New York Review of Books*□February 27□1969.□□□□□□*Crises of the Republic* □New York□Harcourt□1972□.

[35] Eldridge Cleaver□*Soul on Fire* □New York□Dell□1968□□108.□□□Matt D.Childs□“An Historical Critique of the Emergence and Evolution of Ernesto Che Guevara’s Foco Theory□” *Journal of Latin American Studies* 27□no.3□October 1995□□198□

[36] □□

[37] Tom Hayden□“Two□Three□Many Columbias□” *Ramparts*□June 15□1968□346.

[38] Mark Rudd□*Underground□My Life with SDS and the Weathermen* □New York□Harper Collins□2009□□132.

[39] Mark Rudd□*Underground□My Life with SDS and the Weathermen* □New York□Harper Collins□2009□□144□

[40] Daniel Bell□“Columbia and the New Left□” *National Affairs* 13□1968□□100.

[41] Letter of December 3□1966.Bill Morgan□ed.□*The Letters of Allen Ginsberg* □Philadelphia□Da Capo Press□2008□□324.

[42] □□□□□□□□August 11□1996□□□http□//www.english.illinois.edu/maps/poets/g_l/ginsberg/interviews.htm□

[43] Amy Hungerford□“Postmodern Supernaturalism□Ginsberg and the Search for a Supernatural Language□” *The Yale Journal of Criticism* 18□no.2□2005□□269-298.

[44] □□“□□□”□Yippies□□□□□□□David Farber□*Chicago’68*□Chicago□University of Chicago Press□1988□□□□□□□□□□□□□□“□□□”□hippie□□□□□□□□□□□□□□□□□“hip”□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“youth international party”□□□□□□□□□□□

[45] Todd Gitlin□*The Sixties□Years of Hope□Days of Rage* □New York□Bantam Books□1993□□289.

[46] David Farber□*Chicago’68*□Chicago□University of Chicago Press□1988□□20-21.

[47] Harry Oldmeadow□"To a Buddhist Beat□Allen Ginsberg on Politics□Poetics and Spirituality□" *Beyond the Divide* 2□no.1□Winter 1999□□6.

[48] Harry Oldmeadow□"To a Buddhist Beat□Allen Ginsberg on Politics□Poetics and Spirituality□" *Beyond the Divide* 2□no.1□Winter 1999□□27□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□"□□□□□□□□□□□□□□□□□□□□□□□□□□"□□□Peter Barry Chowka□"Interview with Allen Ginsberg□" New Age Journal□April 1976□□□http□//www.english.illinois.edu/maps/poets/g_l/ginsberg/interviews.htm□

[49] □□□□□□□□□□□□□7□□□□□□□□□□□□□□□□□□□□□□□□□·□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[50] Sean Scalmer□*Gandhi in the West□The Mahatma and the Rise of Radical Protest* □Cambridge□UK□Cambridge University Press□2011□□218□□□chap.23□n.7□.

[51] Michael Kazin□*American Dreamers□How the Left Changed a Nation* □New York□Vintage Books□2011□□213.

[52] Betty Friedan□*The Feminist Mystique* □New York□Dell□1963□.

[53] Casey Hayden and Mary King□"Feminism and the Civil Rights Movement□"1965□□□http□//www.wwnorton.com/college/history/archive/resources/documents/ch34_02.htm□□□□□·□□□□□Davis W.Houck and David E.Dixon□eds.□*Women and the Civil Rights Movement□1954-1965*□Jackson□University Press of Mississippi□2009□□135-137□

[54] Jo Freeman□"The Origins of the Women's Liberation Movement□" *American Journal of Sociology* 78□no.4□1973□□792-811□Ruth Rosen□*The World Split Open□How the Modern Women's Movement Changed America* □New York□Penguin□2000□.

[55] Carol Hanish□"The Personal Is Political□" in Shulamith Firestone and Anne Koedt□eds.□*Notes from the Second Year□Women's Liberation□1970*□□□http□//web.archive.org/web/20080515014413/http□//scholar.alexanderstreet.com/pages/viewpage.action□pageId=2259□

[56] Ruth Rosen□*The World Split Open□How the Modern Women's Movement Changed America* □New York□Penguin□2000□.

[57] Robert O.Self□*All in the Family□The Realignment of American Democracy since the 1960s* □New York□Hill and Wang□2012□□Chapter 3.

[58] Gene Sharp□*The Politics of Nonviolent Action*□3 vols.□Manchester□NH□Extending Horizons Books□Porter Sargent Publishers□1973□.

[59] 198□□□□□□□vol.2 of Sharp□The Politics of Nonviolent Action.The list can be found at http□//www.aeinstein.org/organizations103a.html.

[60] Sheryl Gay Stolberg□“Shy U.S.Intellectual Created Playbook Used in a Revolution□” *New York Times*□February 16□2011.

[61] Todd Gitlin□*Letters to a Young Activist* □New York□Basic Books□2003□□84□53.

[illegible] [illegible]

[illegible]

——[illegible]·[illegible]

[illegible]——[illegible]——[illegible]·[illegible]“[illegible]”[illegible]

[illegible]——[illegible]——[illegible]·[illegible]Karl Popper[illegible][1]

[illegible]·[illegible]·[illegible]“[illegible]”[illegible][2][illegible]

[illegible]

[illegible]·[illegible]1869[illegible]“[illegible]”[illegible]·[illegible]Erving Goffman[illegible]“[illegible]”[illegible][3][illegible]

[illegible]

[illegible]·[illegible]Robert Merton[illegible]“[illegible]”[illegible]Propagandee[illegible]1941[illegible]·[illegible]Paul Lazarsfeld[illegible][4]

[illegible]1948[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][5]

[illegible]——[illegible][6][illegible]“[illegible]”[illegible][7][illegible]

[illegible]·[illegible]SDS[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][8][illegible]*The Whole World Is Watching*[illegible]

[illegible]

[illegible]“[illegible]”[illegible]

> [illegible][9]

[illegible]SDS[illegible]SDS[illegible]SDS[illegible]

[illegible]·[illegible]

[illegible]·[illegible]·[illegible]John Kenneth Galbraith[illegible]“[illegible]”[illegible]1958[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][10]

[illegible]“[illegible]”[illegible]paradigm[illegible]·[illegible]*The Structure of Scientific Revolution*[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]normal science[illegible][illegible]“[illegible]”[illegible]

[illegible][11][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][12][illegible]“[illegible]”[illegible][13][illegible]“[illegible]”[illegible][14]

[illegible]“[illegible]”[illegible]

[illegible]1970[illegible]

[illegible]1987[illegible]1976[illegible]1983[illegible][15]“[illegible]”[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[16]

[illegible]

[illegible]1996[illegible]Center for the Renewal of Science and Culture[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1999[illegible]“[illegible]”[illegible]Wedge Project[illegible][17][illegible]“[illegible]”[illegible]“[illegible]”[illegible]1991[illegible]·[illegible]Phillip Johnson[illegible]*Darwinism On Trial*[illegible][18]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]-[illegible]”[illegible]2005[illegible]12[illegible]Kitzmiller v.Dover Area School District[illegible][19]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]Young Earth Creationism[illegible]6000[illegible]10000[illegible]6[illegible]“[illegible]”[illegible]Old Earth Creation[illegible]“[illegible]”[illegible][20][illegible]

[illegible]DNA[illegible]

[illegible]“[illegible]”

[illegible]

[illegible]·[illegible]

[illegible]·[illegible]“68[illegible]”[illegible]spirit of’68[illegible]“[illegible]”[illegible]·[illegible]1984[illegible]57[illegible]6[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]episteme[illegible]“[illegible]”[illegible]apparatus[illegible]“[illegible]”[illegible][21][illegible]“[illegible]”[22][illegible]

[illegible]

[illegible]“[illegible]”[illegible]disciplinary domination[illegible]

> [illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible][23][illegible]“[illegible]/[illegible]”[illegible]knowledge/power[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]——[illegible]——[illegible]

> [illegible][24]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][25][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][26]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][27]1976[illegible]“68[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]anti-psychiatry movements[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]……[illegible]……[illegible]”[illegible][28][illegible][29][illegible]

[illegible]

[illegible]

[illegible][30][illegible]·[illegible]Roland Barthes[illegible]1968[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]

[illegible]”

[illegible]“[illegible]”[illegible][31][illegible]·[illegible]Tzvetan Todorov[illegible]“[illegible]”[illegible]narratology[illegible]——[illegible]

[illegible]“[illegible]”[illegible]Narrative turn[illegible]1979[illegible]“[illegible]”[illegible]“[illegible]”[illegible][32][illegible]“[illegible]”[illegible][33]

[illegible]·[illegible]Mark Turner[illegible]“[illegible]”[illegible][34][illegible]·[illegible]William Calvin[illegible]“[illegible]”[35]

[illegible]

[illegible]

[illegible]

[illegible]·[illegible]Paul Robeson[illegible]Ol’Man River[illegible]“[illegible]”[illegible]“[illegible]”[illegible][36][illegible]1972[illegible]*Ms.*[illegible]·[illegible]Jane O’Reilly[illegible]“[illegible]”[illegible]click[illegible]“[illegible]——[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][37]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]*Guess Who’s Coming to Dinner*[illegible]·[illegible]
[illegible]Sidney Poitier[illegible]

[illegible]·[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible][38][illegible]

[illegible]“[illegible]”[illegible]grand narrative[illegible]“[illegible]”[illegible]“[illegible]”[illegible][39][illegible]

[illegible]

[illegible]

---

[1] Karl Popper□*The Open Society and Its Enemies* □London□Routledge□1947□.

[2] Peter L.Berger and Thomas Luckmann□*The Social Construction of Reality□A Treatise in the Sociology of Knowledge* □Garden City□NY□Anchor Books□1966□.

[3] Erving Goffman□*Frame Analysis* □New York□Harper & Row□1974□□10-11□2-3.William James□*Principles of Psychology*□vol.2□New York□Cosimo□2007□.[illegible]“[illegible]”□

[4] Peter Simonson□“The Serendipity of Merton’s Communications Research□” *International Journal of Public Opinion Research* 17□no.1□January 2005□□277-297.[illegible]C·[illegible]·[illegible]“[illegible]”[illegible]*The Sociological Imagination* □“Abstracted Empiricism”[illegible]“[illegible]”[illegible]John H.Summers□“Perpetual Revelations□C.Wright Mills and Paul Lazarsfeld□” *The Annals of the American Academy of Political and Social Science* 608□no.25□November 2006□□25-40.

[5] Paul F.Lazarsfeld and Robert K.Merton□“Mass Communication□Popular Taste□and Organized Social Action□” in L.Bryson□ed.□*The Communication of Ideas* □New York□Harper□1948□□95-188.

[6] M.E.McCombs and D.L.Shaw□“The Agenda-setting Function of Mass Media□” *Public Opinion Quarterly* 36□1972□□176-187□Dietram A.Scheufele and David Tewksbury□“Framing□Agenda Setting□and Priming□The Evolution of the Media Effects Models□” *Journal of Communication* 57□2007□□9-20.

[7] McCabe□“Agenda-setting Research□A Bibliographic Essay□” *Political Communication Review* 1□1976□□3□E.M.Rogers and J.W.Dearing□“Agenda-setting Research□Where Has It Been□Where Is It Going□” in J.A.Anderson□ed.□*Communication Yearbook* 11□Newbury Park□CA□Sage□1988□□555-594.

[8] Todd Gitlin□*The Whole World Is Watching□Mass Media in the Making and Unmaking of the New Left* □Berkeley and Los Angeles□CA□University of California Press□2003□□xvi.

[9] Todd Gitlin□*The Whole World Is Watching□Mass Media in the Making and Unmaking of the New Left* □Berkeley and Los Angeles□CA□University of California Press□2003□□6□

[10] J.K.Galbraith□*The Affluent Society* □London□Pelican□1962□□16-27.

[11] Sal Restivo□“The Myth of the Kuhnian Revolution□” in Randall Collins□ed.□*Sociological Theory* □San Francisco□Jossey-Bass□1983□□293-305.

[12] Aristides Baltas□Kostas Gavroglu□and Vassiliki Kindi□“A Discussion with Thomas S.Kuhn□” in James Conant and John Haugeland□eds.□*The Road Since Structure* □Chicago□University of Chicago Press□2000□□308.

[13] Thomas Kuhn□*The Structure of Scientific Revolutions*□2nd edn.□Chicago□University of Chicago Press□1970□□5□16-17.□□□□□□□□□□□□□□□□□ Alexander Bird□“Thomas S.Kuhn□18 July 1922-17 June 1996□□” *Social Studies of Science* 27□no.3□1997□□483-502□□□□□Alexander Bird□*Thomas Kuhn* □Chesham□UK□Acumen and Princeton□NJ□Princeton University Press□2000□□

[14] Thomas Kuhn□*The Structure of Scientific Revolutions*□2nd edn.□Chicago□University of Chicago Press□1970□□5□16-17.□□□□□□□□□□□□□□□□□ Alexander Bird□“Thomas S.Kuhn□18 July 1922-17 June 1996□□” *Social Studies of Science* 27□no.3□1997□□483-502□□□□□Alexander Bird□*Thomas Kuhn* □Chesham□UK□Acumen and Princeton□NJ□Princeton University Press□2000□□77.

[15] E.Garfield□“A Different Sort of Great Books List□The 50 Twentieth-century Works Most Cited in the Arts & Humanities Citation Index□1976-1983□” *Current Contents* 16□April 20□1987□□3-7.

[16] Sheldon Wolin□“Paradigms and Political Theory□” in Preston King and B.C.Parekh□eds.□*Politics and Experience* □Cambridge□UK□Cambridge University Press□1968□□134-135.

[17] The Wedge Project□The Center for the Renewal of Science and Culture□http□//www.antievolution.org/features/wedge.pdf.

[18] Intelligent Design and Evolution Awareness Center□http□//www.ideacenter.org/contentmgr/showdetails.php/id/1160.□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Steven Fuller□□□□□□*Thomas Kuhn□A Philosophical History for Our Times* □Chicago□University of Chicago Press□2000□and *Dissent Over Descent□Intelligent Design’s Challenge to Darwinism* □London□Icon Books□2008□□□□□Jerry Fodor with Massimo Piattelli-Palmarini□*What Darwin Got Wrong* □New York□Farrar□Straus□and Giroux□2010□□

[19] □□□□□□□□□□□□□□□□1/8□□http□//www.foxnews.com/story/0□2933□357181□00.html□□2008□□□□□□□□□□□□44%□□□□□□□“□□□□□□□□□□□□□”□□□36%□□□□□□□□□□□□□□□□14%□□□□□□□□□□□□□□□Gallup□Evolution□Creationism□Intelligent Design□http□//www.gallup.com/poll/21814/evolution-creationism-intelligent-design.aspx polling for id□2008□.

[20] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□TalkOrigins Archive □www.talkorigins.org□.

[21] Michel Foucault□*Power/Knowledge□Selected Interviews and Other Writings□1972-1977*□□C.Gordon□□□Brighton□Harvester Press□1980□□197.

[22] Michel Foucault□*The Order of Things□An Archeology of the Human Science* □London□Tavistock Publications□1970□.

[23] Michel Foucault□*Discipline and Punish□The Birth of the Prison* □London□Penguin□1991□.

[24] Michel Foucault□“The Subject and Power□” *Critical Inquiry* 8□no.4 □Summer 1982□□777-795.

[25] Julian Reid□“Life Struggles□War□Discipline□and Biopolitics in the Thought of Michel Foucault□” *Social Text* 86□24□1□Spring 2006.

[26] Michel Foucault□*Society Must Be Defended*□□David Macey □□ □London□Allen Lane□2003□□49-53□179□

[27] Michel Foucault□*Language□Counter-Memory□Practice□Selected Essays and Interviews* □Oxford□Blackwell□1977□□27.

[28] Michel Foucault□*Power/Knowledge□Selected Interviews and Other Writings□1972-1977*□□C.Gordon□□□Brighton□Harvester Press□1980□□145.

[29] □ J.G.Merquior’s critique□*Foucault* □London□Fontana Press□1985□□□□□ □□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□□□□”□□□□

[30] Robert Scholes and Robert Kellogg□*The Nature of Narrative* □London□ Oxford University Press□1968□.

[31] Roland Barthes and Lionel Duisit□“An Introduction to the Structural Analysis of Narrative□” *New Literary History* 6□no.2□Winter 1975□□237-272.□□ □□□*Communications* 8□1966□as “Introduction à l’analyse structurale des récits.”□□□□1966□□□□□□□□□□□□□□□□□□

[32] Editor’s Note□*Critical Inquiry*□Autumn 1980.The volume was published as W.T.J.Mitchell□*On Narrative* □Chicago□University of Chicago Press□1981□.

[33] Francesca Polletta□Pang Ching□Bobby Chen□Beth Gharrity Gardner□ and Alice Motes□“The Sociology of Storytelling□” *Annual Review of Sociology* 37□2011□□109-130.

[34] Mark Turner□*The Literary Mind* □New York□Oxford□Oxford University Press□1998□□14-20.

[35] William Colvin□“The Emergence of Intelligence□” *Scientific American* 9□no.4□November 1998□□44-51.

[36] Molly Patterson and Kristen Renwick Monroe□“Narrative in Political Science□” *Annual Review of Political Science* 1□June 1998□□320.

[37] Jane O’Reilly□“The Housewife’s Moment of Truth□” *Ms.*□Spring 1972□54.□□□Francesca Polletta□*It Was Like a Fever□Storytelling in Protest and Politics* □Chicago□University of Chicago Press□2006□□48-50.

[38] John Arquilla and David Ronfeldt□eds.□*Networks and Netwars□The Future of Terror□Crime and Militancy* □Santa Monica□CA□RAND□2001□.

[39] See□for example Jay Rosen□“Press Think Basics□The Master Narrative in Journalism□” September 8□2003□□□http□//journalism.nyu.edu/pubzone/weblogs/pressthink/2003/09/08/basics_master.html□

[illegible] [illegible]

[illegible]

——[illegible]·[illegible]1984[illegible]

2004[illegible]11[illegible]·[illegible]John Kerry[illegible]·[illegible]Stanley Greenberg[illegible]“[illegible]”[illegible]·[illegible]Robert Shrum[illegible]“[illegible]”[illegible]·[illegible]James Carville[illegible]“[illegible]‘[illegible]’[illegible]‘[illegible]’[illegible]”[illegible]·[illegible]William Safire[illegible]·[illegible]Jim Phelan[illegible]“[illegible]”[illegible][1]

[illegible]1994[illegible]·[illegible]Newt Gingrich[illegible]·[illegible]Frank Lutz[illegible][2][illegible]“[illegible]”[illegible]Contract with America[illegible]“[illegible]”[illegible]“[illegible]”[illegible][3][illegible]“[illegible]”[illegible]1995[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][4]

2004[illegible]·[illegible]George Lakoff[illegible][[illegible]“[illegible]”[illegible]inheritance tax[illegible]“[illegible]”[illegible]death tax[illegible]][illegible]“[illegible]”[5][illegible][6][illegible]·[illegible]Drew Westen[illegible]·[illegible]2008[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][7]

[illegible]·[illegible]

[illegible]Stephen Pinker[illegible][8][illegible]“[illegible]”[illegible]“[illegible]”[illegible][9]

[illegible]“[illegible]”[10]

[illegible]

[illegible]“[illegible]”[illegible]1968[illegible]40[illegible]·[illegible]Norman Mailer[illegible]40[illegible]“[illegible]‘[illegible]’”[11][illegible]“[illegible]”“[illegible]”[illegible]·[illegible]

[illegible]·[illegible]George Gallup[illegible]

1933[illegible]·[illegible]*I*[illegible]*Governor of California and How I Ended Poverty*[illegible]“[illegible]”[illegible]29%[illegible]“[illegible]”[illegible]·[illegible]Clem Whitaker[illegible]·[illegible]Leone Baxter[illegible]——[illegible]——[illegible]“[illegible]”[illegible]

[illegible]75[illegible]70[illegible]“[illegible]”[illegible]“[illegible]”[illegible][12][illegible]·[illegible]Mark Hanna[illegible]

[illegible]“[illegible]”[illegible][13]

1968[illegible]2001[illegible]100[illegible]50[illegible][14][illegible]2000[illegible]·[illegible]James Thurber[illegible]“[illegible]”[illegible][15][illegible]1970[illegible]“[illegible]”[16]

[illegible]1968[illegible]·[illegible]James Perry[illegible]*The New Politics*[illegible][17][illegible]·[illegible]George Romney[illegible]1968[illegible]——[illegible]“[illegible]”[illegible]

[illegible]1960[illegible]·[illegible]1964[illegible]·[illegible]Barry Goldwater[illegible]·[illegible]·[illegible][18]

[illegible]1960[illegible]·[illegible]Roger Ailes[illegible]·[illegible]Joe McGinnis[illegible]*Selling of the President*[illegible]——[illegible]

[illegible]

> [illegible]·[illegible][19]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][20][illegible]

[illegible]

[illegible]1968[illegible]·[illegible]Kevin Philips[illegible]1967[illegible]——[illegible]*The Emerging Republican Majority*[illegible]1968[illegible]1969[illegible]143[illegible]47[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]——[illegible]——[illegible]“[illegible]”[illegible]·[illegible]1968[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][21][illegible][22]

[illegible][23]1968[illegible]·[illegible]（George Wallace）[illegible]5[illegible]·[illegible]（Nelson Rockefeller）[illegible]·[illegible]（Spiro Agnew）[illegible]“[illegible]”“[illegible]”[illegible]

1970[illegible]·[illegible]（Richard Scammon）[illegible]·[illegible]（Ben Wattenberg）[illegible]

[illegible][24][illegible]1972[illegible]·[illegible]（George McGovern）[illegible]1972[illegible]·[illegible]（Gerald Ford）[illegible]·[illegible]1972[illegible]1976[illegible]·[illegible]（Ronald Reagan）[illegible]

[illegible]·[illegible]

[illegible]·[illegible]“[illegible]”[illegible]1954[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[25]

1966[illegible]“[illegible]”[illegible]——[illegible]·[illegible]（Pat Brown）[illegible][26]

[illegible]1968[illegible]1974[illegible]38%[illegible]15%[illegible]43%[illegible][27]1976[illegible]1980[illegible]·[illegible]Jimmy Carter[illegible]“[illegible]”[illegible]“[illegible]”[illegible][28][illegible]4[illegible]

[illegible]·[illegible]3[illegible]“[illegible]”[illegible]

[illegible]1980[illegible]“[illegible]”[illegible]——“[illegible]”[illegible]2/3[illegible]

[illegible]1973[illegible]1[illegible]22[illegible]“[illegible]”[illegible]Roe vs.Wade[illegible]·[illegible]Jerry Falwell[illegible]1979[illegible]America Can Be Saved[illegible]“[illegible]”[illegible]·[illegible]“[illegible]”[illegible]300[illegible]400[illegible]·[illegible]Paul Weyrich[illegible]“[illegible]”[illegible][29][illegible]“[illegible]”[illegible]

[illegible]·[illegible]

[illegible]·[illegible]Lee Atwater[illegible]1984[illegible]1988[illegible]1991[illegible]40[illegible]

[illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]

[illegible]”[30]

[illegible]1988[illegible]·[illegible]Michael Dukakis[illegible]

[illegible]20[illegible]1988[illegible]“[illegible]”[illegible]“[illegible]”[illegible][31][illegible]·[illegible]·[illegible]Robert Caro[illegible][32][illegible]

[illegible]“[illegible]”[illegible]·[illegible]Robert Dole[illegible]“[illegible]”[illegible]“[illegible]”[illegible][33]

[illegible]

[illegible]·[illegible]Mary Matalin[illegible]“[illegible]”[illegible][34]

[illegible]——[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]25[illegible]“[illegible]”[illegible]“[illegible]”[35]“[illegible]”[illegible]“[illegible]”[illegible][36]

[illegible]1947[illegible]11[illegible]·[illegible]Clark Clifford[illegible]·[illegible]1948[illegible]*The Politcs of 1948*[illegible]·[illegible]“[illegible]”[illegible]1944[illegible]“[illegible]”[illegible]1983[illegible]3[illegible]“1984[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1980[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible][37][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[38][illegible]1946[illegible]1964[illegible]60%[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

1988[illegible]“[illegible]”[illegible]·[illegible]Willie Horton[illegible]“[illegible]”[illegible]State inmate furlough program[illegible]·[illegible]Al Gore[illegible]“[illegible]”[illegible]“[illegible]·[illegible]”[39][illegible]·[illegible]“[illegible]·[illegible]”[illegible]“[illegible]1988[illegible]”[illegible]“[illegible]”[illegible][40]

[illegible]Mondale[illegible]——1984[illegible]“[illegible]”[illegible]·[illegible]Billy Graham[illegible]“[illegible]”[illegible]——[illegible]——[illegible][41][illegible]1988[illegible]1992[illegible]

[illegible]

[illegible]·[illegible]·[illegible]Hamilton Jordan[illegible]·[illegible]Arthur Hadley[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]·[illegible]Pat Caddell[illegible]1976[illegible]12[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]Sidney Blumenthal[illegible]·[illegible][42][illegible]

1992[illegible]·[illegible]·[illegible]·[illegible]

[illegible]·[illegible]·[illegible]“[illegible]……[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]18[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[43][illegible]2012[illegible]“[illegible][44]

[illegible]1992[illegible]·[illegible]“[illegible]”[illegible][45][illegible]1968[illegible]42.3[illegible]2000[illegible]7.8[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1992[illegible]“[illegible]”[illegible]

[46][illegible]OODA[illegible]“[illegible]”[illegible]T[illegible]“[illegible]……[illegible]”[illegible]

[illegible][47][illegible]“[illegible]”[illegible][48][illegible]

[illegible]1992[illegible]12[illegible]“[illegible]”[illegible]“[illegible]”[illegible][49]

[illegible]1988[illegible]·[illegible]“[illegible]”[illegible][50][illegible]1992[illegible]“[illegible]”[illegible]·[illegible]“G-O-D”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Pat Robertson[illegible]“[illegible]”[illegible][51][illegible][illegible]——[illegible]

[illegible]·[illegible]Dan Quayle[illegible]1988[illegible]“[illegible]”[illegible]1992[illegible]·[illegible]Candace Bergen[illegible]·[illegible]Murphy Brown[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1990[illegible]1/4[illegible]1955[illegible]18[illegible]27%[illegible]1992[illegible]76.2%[illegible][52]

[illegible]2008[illegible]·[illegible]——[illegible]“[illegible]”[illegible]

[illegible]2007[illegible]6[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]David Axelrod[illegible]“[illegible]”[illegible][53]

[illegible]·[illegible]David Plouffe[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·W.[illegible]“[illegible]”[illegible]2007[illegible]2008[illegible]6[illegible]40%[illegible]

[illegible][54]

[illegible]30[illegible]

[illegible]2002[illegible][55][illegible]2001[illegible]9[illegible]·W.[illegible]2006[illegible]2008[illegible]

[illegible]

[illegible]

[illegible]2008[illegible]1960[illegible]·[illegible][56][illegible]1969[illegible]“[illegible]”[illegible][57][illegible]·[illegible]Bill Ayers[illegible]2008[illegible]

[illegible]

[illegible]——[illegible]

[illegible]

---

[1] William Safire□"On Language□Narrative□" New York Times□December 5□2004.[illegible]·[illegible]2000[illegible]"[illegible]"[illegible]Francesca Polletta[illegible]"[illegible]"[illegible]Francesca Polletta□*It Was Like a Fever□Storytelling in Protest and Politics* □Chicago□University of Chicago Press□2006□ [illegible]chap.26□n.37[illegible]

[2] [illegible]40[illegible]

[3] Frank Lutz□*Words that Work□It's Not What You Say□It's What People Hear* □New York□Hyperion□1997[illegible]149-157.

[4] http□//www.informationclearinghouse.info/article4443.htm.

[5] George Lakoff□*Don't Think of an Elephant*[illegible]*Know Your Values and Frame the Debate* □White River Junction□VT□Chelsea Green Publishing Company□2004□.

[6] George Lakoff□*Whose Freedom□The Battle Over America's Most Important Idea* □New York□Farrar□Straus & Giroux□2006□.

[7] Drew Westen□*The Political Brain* □New York□Public Affairs□2007[illegible]99-100□138□147□346.

[8] Steven Pinker□"Block That Metaphor[illegible]" *The New Republic*□October 9□2006.

[9] Frank Lutz□*Words that Work□It's Not What You Say□It's What People Hear* □New York□Hyperion□1997[illegible]3.[illegible]1946[illegible]*Politics and the English Language*[illegible]http□//www.orwell.ru/library/essays/politics/english/e_polit/□

[10] Donald R.Kinder□"Communication and Politics in the Age of Information□" in David O.Sears□Leonie Huddy□and Robert Jervis□eds.□*Oxford Handbook of Political Psychology* □Oxford□Oxford University Press□2003[illegible]372□374-375.

[11] Norman Mailer□*Miami and the Siege of Chicago□An Informal History of the Republican and Democratic Conventions of 1968*□New York□World Publishing Company□1968[illegible]51.

[12] Jill Lepore□“The Lie Factory□How Politics Became a Business□” *The New Yorker*□September 24□2012.

[13] Joseph Napolitan□*The Election Game and How to Win It* □New York□Doubleday□1972□□Larry Sabato□*The Rise of Political Consultants□New Ways of Winning Elections* □New York□Basic Books□1981□.

[14] Dennis Johnson□*No Place for Amateurs□How Political Consultants Are Reshaping American Democracy* □New York□Routledge□2011□□xiii.

[15] James Thurber□“Introduction to the Study of Campaign Consultants□” in James Thurber□ed.□*Campaign Warriors□The Role of Political Consultants in Elections* □Washington□DC□Brookings Institution□2000□□2.

[16] Dan Nimmo□*The Political Persuaders□The Techniques of Modern Election Campaigns* □New York□Prentice Hall□1970□□41.

[17] James Perry□*The New Politics□The Expanding Technology of Political Manipulation* □London□Weidenfeld and Nicolson□1968□.

[18] □□□□□□□□□□□□□□□□□Robert Mann□*Daisy Petals and Mushroom Clouds□LBJ□Barry Goldwater□and the Ad That Changed American Politics* □Baton Rouge□Louisiana State University Press□2011□.

[19] Joe McGinniss□*Selling of the President* □London□Penguin□1970□□76□Kerwin Swint□*Dark Genius□The Influential Career of Legendary Political Operative and Fox News Founder Roger Ailes* □New York□Union Square Press□2008□.

[20] Richard Whalen□*Catch the Falling Flag* □New York□Houghton Mifflin□1972□□135.

[21] James Boyd□“Nixon’s Southern Strategy□It’s All in the Charts□” *New York Times*□May 17□1970.

[22] □□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□”□*Erring Republican Majority*□□□□□□□□□□□□□□□□□□□□Kevin Phillips□*American Theocracy□The Peril and Politics of Radical Religion□Oil□and Borrowed Money in the 21st Century* □New York□Viking□2006□□

[23] Nelson Polsby□“An Emerging Republican Majority□” *National Affairs*□Fall 1969.

[24] Richard M.Scammon and Ben J.Wattenberg□*The Real Majority* □New York□Coward McCann□1970□.

[25] Lou Cannon□*President Reagan□The Role of a Lifetime* □New York□Public Affairs□2000□□21□Ewen□*PR□A Social History of Spin* □□□chap.2□n.28□□396□

[26] James Perry□*The New Politics□The Expanding Technology of Political Manipulation* □London□Weidenfeld and Nicolson□1968□□16□21-31.□□1966□□□□□□□□□·□□□□□□□Spencer□Roberts□□□□□·□□□□□□□□□□□□□□□□□□□□□“□□□□□”□

[27] William Rusher□*Making of the New Majority Party* □Lanham□MD□Sheed and Ward□1975□. Rusher□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[28] Kiron K.Skinner□Serhiy Kudelia□Bruce Bueno de Mesquita□and Condoleezza Rice□*The Strategy of Campaigning□Lessons from Ronald Reagan and Boris Yeltsin* □Ann Arbor□University of Michigan Press□2007□□132-133.

[29] David Domke and Kevin Coe□*The God Strategy□How Religion Became a Political Weapon in America* □Oxford□Oxford University Press□2008□□16-17□101.

[30] John Brady□*Bad Boy□The Life and Politics of Lee Atwater* □New York□Addison-Wesley□1996□□34-35□70.

[31] Richard Fly□“The Guerrilla Fighter in Bush’s War Room□” *Business Week*□June 6□1988.

[32] □□□□□□□□□□□□□□*The Years of Lyndon Johnson□The Path to Power* □New York□Alfred Knopf□1982□□□

[33] John Pitney□Jr.□*The Art of Political Warfare* □Norman□University of Oklahoma Press□2000□□12-15.

[34] Mary Matalin□James Carville□and Peter Knobler□*All’s Fair□Love□War and Running for President* □New York□Random House□1995□□54.

[35] John Brady□*Bad Boy□The Life and Politics of Lee Atwater* □New York□Addison-Wesley□1996□□56.

[36] Mary Matalin□James Carville□and Peter Knobler□*All’s Fair□Love□War and Running for President* □New York□Random House□1995□□48.

[37] John Brady□*Bad Boy□The Life and Politics of Lee Atwater* □New York□Addison-Wesley□1996□□117-118.

[38] John Brady□*Bad Boy□The Life and Politics of Lee Atwater* □New York□Addison-Wesley□1996□□136□

[39] Sidney Blumenthal□*Pledging Allegiance□The Last Campaign of the Cold War* □New York□Harper Collins□1990□□307-308.

[40] Eric Benson□“Dukakis’s Regret□” *New York Times*□June 17□2012.

[41] David Domke and Kevin Coe□*The God Strategy□How Religion Became a Political Weapon in America* □Oxford□Oxford University Press□2008□□29.

[42] Sidney Blumenthal□*The Permanent Campaign□Inside the World of Elite Political Operatives* □New York□Beacon Press□1980□.

[43] Mary Matalin□James Carville□and Peter Knobler□*All’s Fair□Love□War and Running for President* □New York□Random House□1995□□186□263□242□208□225.

[44] □□□□□·□□□□·□□□□□□□□□□□□□·□□□□□□□□□□□□□□□□64□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□”□James Carville□*Foreign Affairs*□May/June 2012.

[45] James Carville and Paul Begala□*Buck Up□Suck Up…And Come Back When You Foul Up* □New York□Simon & Schuster□2002□□50.

[46] James Carville and Paul Begala□*Buck Up□Suck Up…And Come Back When You Foul Up* □New York□Simon & Schuster□2002□□108□65□

[47] □□□□□□□□□□□□□□Frank Rich□“Nuke’Em□” *New York Times*□June 17□2012□

[48] Kim Leslie Fridkin and Patrick J.Kenney□“Do Negative Messages Work□□The Impact of Negativity on Citizens’Evaluations of Candidates□” *American Politics Research* 32□2004□□570.

[49] 1992□□□□□□□□□□□□□·□□□Ross Perot□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□20%□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[50] David Domke and Kevin Coe□*The God Strategy□How Religion Became a Political Weapon in America* □Oxford□Oxford University Press□2008□□117.

[51] □□□□□□□□□□□□“Pat Robertson Says Feminists Want to Kill Kids□Be Witches□” David Domke and Kevin Coe□*The God Strategy□How Religion Became a Political Weapon in America* □Oxford□Oxford University Press□2008□□133□

[52] James McLeod□“The Sociodrama of Presidential Politics□Rhetoric□Ritual□and Power in the Era of Teledemocracy□” *American Anthropologist□New Series* 10□no.2□June 1999□□359-373.1992□6□□□“potato”□□□□□□“potatoe”□

[53] David Paul Kuhn□“Obama Models Campaign on Reagan Revolt□” *Politico*□July 24□2007.

[54] David Plouffe□*The Audacity to Win□The Inside Story and Lessons of Barack Obama’s Historic Victory* □New York□Viking□2009□□236-238□378-379.□□□□□□□□□□□□□□John Heilemann and Mark Halperin□*Game Change* □New York□Harper Collins□2010□□

[55] John B.Judis and Ruy Teixeira□*The Emerging Democratic Majority* □New York□Lisa Drew□2002□.

[56] Peter Slevin□“For Clinton and Obama□a Common Ideological Touchstone□” *Washington Post*□March 25□2007.

[57] □□□□□The Economist□“Plato on the Barricades□” *The Economist*□May 13-19□1967□14□□□□□“THERE IS ONLY THE FIGHT...An Analysis of the Alinsky Model”□□□2008□□□□□□□□□□□□□□□□□ http□//www.gopublius.com/HCT/HillaryClintonThesis.pdf□

[illegible]

[illegible]

> [illegible]……[illegible]
>
> ——[illegible]·[illegible]1909[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible]*maneggiare*[illegible]“[illegible]”[illegible]*manus*[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]1881[illegible]Wharton School[illegible]“[illegible]”[illegible]·[illegible]Joseph Wharton[illegible]“[illegible]”[illegible]“[illegible]

□□□”□[1]□30□□□□□□□□Harvard Business School□□1908□□□□□□□□□□□□□□□□“□□□□”□□·□□□Edwin Gay□□□□□□□□□□□□□□□□□□□□□□□□□□□□·□□□·□□□Frederick Winslow Taylor□□

□□□[2]

□□□“□□□□□□□□□□□□□□□□”□□□Dartmouth Business School□□□□1900□□□□□□·□□□Harlow Person□□□“□□□”□“□□□□□□□□□□□□□□□□□□□□□□□□□”□1911□□□□□□□□□□□□□□□□□□□□□□[3]□□

□□□“□□□□□□”□□“□□□□□□□□□”□□□□□“□□□□□□□□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□□□□□[4]□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

□□“□□□□□”□□□“□□□□”□□□□□□□□□□□□□□□□□□□□□□“□□

[illegible]”[illegible]“[illegible]”[illegible]

[illegible]Bethlehem Steel[illegible]·[illegible]1/4[illegible]Schmidt[illegible]4[illegible]·[illegible]Charles Wrege[illegible]·[illegible]Amadeo Perroni[illegible]“[illegible]”[illegible]“[illegible]”[illegible][5][illegible]·[illegible]Jill Hough[illegible]·[illegible]Margaret White[illegible]“[illegible]”[illegible]“[illegible]”[6]

[illegible]“[illegible]”[illegible]*The Principles of Scientific Management*[illegible]1915[illegible]“[illegible]”[illegible]·[illegible]Henry Gantt[illegible]·[illegible]Frank and Lillian Gilbreth[illegible][7][illegible]“[illegible]”[illegible][8][illegible]“[illegible]”[illegible]“[illegible]”[illegible]30[illegible]·[illegible]Peter Drucker[illegible]

> [illegible][9][10]

[illegible]

[illegible]“[illegible]”[illegible]·[illegible]Louis Brandeis[illegible]1910[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[11][illegible]·[illegible]Ida Tarbell[illegible]“[illegible]”[illegible][12][illegible]

[illegible]“[illegible]”[illegible]

[illegible]1918[illegible]5[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][13][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible][14][illegible]“[illegible]”[illegible]

[illegible]·[illegible]·[illegible]

[illegible]“[illegible]”[illegible]

[illegible]·[illegible]·[illegible]Mary Parker Follett[illegible]·[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]/[illegible]/[illegible]*masses*[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible][15][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]——[illegible]——[illegible]“[illegible]——[illegible]”[illegible]“[illegible]”[illegible]law of the situation[illegible]

[illegible]1926[illegible][16][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible][17]

[illegible]1918[illegible]*The New State*[illegible]*Group Organization—The Solution of Popular Government*[illegible]“[illegible]”[illegible][18][illegible]“[illegible]”[illegible][19][illegible]“[illegible]”[illegible]

[illegible]

[illegible]human relations school[illegible]·[illegible][20][illegible]1926[illegible]Western Electric[illegible]Hawthorne studies[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][21]

[illegible]·[illegible]Wallace Donham[illegible]Harvard Law School[illegible]1919[illegible]1927[illegible]“[illegible]”[illegible][22][illegible]“[illegible]”[illegible]1933[illegible]“[illegible]”[illegible]“[illegible]”[illegible][23]

[illegible]6[illegible]30%[illegible]

[illegible]“[illegible]”[illegible]

[illegible][24][illegible]

[illegible]“[illegible]”[illegible][25][illegible]

[illegible]·[illegible]Chester Barnard[illegible]1938[illegible]*The Functions of the Executive*[illegible]·[illegible]Lawrence Henderson[illegible]·[illegible]

[illegible]“[illegible]”[illegible]Pareto Circle[illegible]“[illegible]”[illegible]·[illegible]Talcott Parsons[illegible]·[illegible]George Homans[illegible][26][illegible]

□□

□□[27]

□□□[28]□□□□□□□□□“□□□□□”□□□“□□□□”□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□“□□□□□□□□□□□□□□□□□□□□□□□”□[29]

□□□□□□□□□□□□□□□□□□□□□□□□□□□1935□□[30]□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□2000□□

□□□[31]□□□□□□□□□□□□□□□□□□□□□□□□□□□

[illegible]

[illegible]

---

[1] Paul Uselding□“Management Thought and Education in America□A Centenary Appraisal□” in Jeremy Atack□ed.□*Business and Economic History□Second Series* 10□Urbana□University of Illinois□1981□□16.

[2] [illegible]“□□”□“□□”[illegible]

[3] Matthew Stewart□*The Management Myth□Why the Experts Keep Getting It Wrong* □New York□W.W.Norton□2009□□41.□□□□Jill Lepore□“Not So Fast□Scientific Management Started as a Way to Work.How Did It Become a Way of Life□” *The New Yorker*□October 12□2009.

[4] Frederick W Taylor□*Principles of Scientific Management* □Digireads.com□2008□□14.□□□□□1911□□

[5] Charles D.Wrege and Amadeo G.Perroni□“Taylor’s Pig-Tale□A Historical Analysis of Frederick W.Taylor’s Pig-Iron Experiments□” *Academy of Management Journal* 17□no.1□1974□□26.

[6] Jill R.Hough and Margaret A.White□“Using Stories to Create Change□The Object Lesson of Frederick Taylor’s ‘Pig-Tale□’” *Journal of Management* 27

□2001□□585-601.

[7] Robert Kanigel□*The One Best Way□Frederick Winslow Taylor and the Enigma of Efficiency* □New York□Viking Penguin□1999□□Daniel Nelson□“Scientific Management□Systematic Management□and Labor□1880-1915□” *The Business History Review* 48□no.4□Winter 1974□□479-500.□□chapter on Taylor in A.Tillett□T.Kempner□and G.Wills□eds.□*Management Thinkers* □London□Penguin□1970□□

[8] Judith A.Merkle□*Management and Ideology□The Legacy of the International Scientific Movement* □Berkeley□University of California Press□1980□□44-45.

[9] Peter Drucker□*The Concept of the Corporation*□3rd edn.□New York□Transaction Books□1993□□242.

[10] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□*People and Performance*□□□□□□□□□□□□

[11] Oscar Kraines□“Brandeis’Philosophy of Scientific Management□” *The Western Political Quarterly* 13□no.1□March 1960□□201.

[12] Robert Kanigel□*The One Best Way□Frederick Winslow Taylor and the Enigma of Efficiency* □New York□Viking Penguin□1999□□Daniel Nelson□“Scientific Management□Systematic Management□and Labor□1880-1915□” *The Business History Review* 48□no.4□Winter 1974□□479-500.□□chapter on Taylor in A.Tillett□T.Kempner□and G.Wills□eds.□*Management Thinkers* □London□Penguin□1970□□505.

[13] V.I.Lenin□“The Immediate Tasks of the Soviet Government□” *Pravda*□April 28□1918.□□ http□//www.marxists.org/archive/lenin/works/1918/mar/x03.htm□

[14] Judith A.Merkle□*Management and Ideology□The Legacy of the International Scientific Movement* □Berkeley□University of California Press□1980□□132.□□□□Daniel A.Wren and Arthur G.Bedeian□“The Taylorization of Lenin□Rhetoric or Reality□” International Journal of Social Economics 31□no.3□2004□□287-299□

[15] Mary Parker Follett□*The New State* □New York□Longmans□1918□□□□□Ellen S.O’Connor□“Integrating Follett□History□Philosophy and Management□” *Journal of Management History* 6□no.4□2000□□181□

[16] Peter Miller and Ted O’Leary□“Hierarchies and American Ideals□1900-1940□” *Academy of Management Review* 14□no.2□April 1989□□250-265.

[17] Pauline Graham□ed.□*Mary Parker Follett□Prophet of Management* □Washington□DC□Beard Books□2003□.

[18] Mary Parker Follett□*The New State□Group Organization —The Solution of Popular Government* □New York□Longmans Green□1918□□3.

[19] Irving L.Janis□*Groupthink□Psychological Studies of Policy Decisions and Fiascos* □Andover□UK□Cengage Learning□1982□

[20] □□□□□·□□□·□□□George Elton Mayo□□

[21] □□Ellen S.O'Connor□"The Politics of Management Thought□A Case Study of the Harvard Business School and the Human Relations School□" *Academy of Management Review* 24□no.1□1999□□125-128□

[22] □□□□□·S.□□□□Ellen S.O'Connor□□

[23] Ellen S.O'Connor□"The Politics of Management Thought□A Case Study of the Harvard Business School and the Human Relations School□" *Academy of Management Review* 24□no.1□1999□□124-125.

[24] Elton Mayo□*The Human Problems of an Industrial Civilization* □New York□MacMillan□1933□and Roethlisberger and Dickson□*Management and the Worker* □Cambridge□MA□Harvard University Press□1939□□Richard Gillespie□*Manufacturing Knowledge□A History of the Hawthorne Eexperiments* □Cambridge□UK□Cambridge University Press□1991□□R.H.Franke and J.D.Kaul□"The Hawthorne Experiments□First Statistical Interpretation□" *American Sociological Review* 43□1978□□623-643□Stephen R.G.Jones□"Was There a Hawthorne Effect□" *The American Journal of Sociology* 98□no.3□November 1992□□451-468.

[25] □□□□□□□□□□□Richard C.S.Trahair□*Elton Mayo□The Humanist Temper* □New York□Transaction Publishers□1984□□□□□□□□□□Abraham Zaleznik□□

[26] Barbara Heyl□"The Harvard 'Pareto Circle□'" *Journal of the History of the Behavioral Sciences* 4□1968□□316-334□Robert T.Keller□"The Harvard 'Pareto Circle'and the Historical Development of Organization Theory□" *Journal of Management* 10□1984□□193.

[27] Chester Irving Barnard□*The Functions of the Executive* □Cambridge□MA□Harvard University Press□1938□□294-295.

[28] Peter Miller and Ted O'Leary□"Hierarchies and American Ideals□1900-1940□" *Academy of Management Review* 14□no.2□April 1989□□250-265□William G.Scott□"Barnard on the Nature of Elitist Responsibility□" *Public Administration Review* 42□no.3□May-June 1982□□197-201.

[29] William G.Scott□"Barnard on the Nature of Elitist Responsibility□" *Public Administration Review* 42□no.3□May-June 1982□□279.

[30] Chester Irving Barnard□*The Functions of the Executive* □Cambridge□MA□Harvard University Press□1938□□71.

[31] James Hoopes，“Managing a Riot：Chester Barnard and Social Unrest，” *Management Decision* 40（2002）：10.

[illegible]

[illegible]

——[illegible]·[illegible]

[illegible]

[illegible]

[illegible]·[illegible]·[illegible]

[illegible]·[illegible]·[illegible]Standard Oil[illegible][1]1865[illegible]26[illegible]

[illegible]“[illegible]”[illegible]“[illegible]……[illegible]

[illegible]”。[2][illegible]

[illegible][3][illegible]1870[illegible]10%[illegible]90%[illegible]

[illegible]1882[illegible]“[illegible]”[illegible]9[illegible]

[illegible]1/3[illegible]84%[illegible]

[illegible]

□□“□□□□□”——□□□·□□□（Andrew Carnegie）□□□□·□□□□（Cornelius Vanderbilt）□□□·□□□□·□□□J.P.Morgan□□□1890□□□□□□□□□（Sherman Antitrust Act）□□“□□□□□□□□□□□□□□”□[4]

□□□□□□□□□□□□□·□□□□□□□□□□□□□□□□□□·□□□*McClure’s Magazine*□□□□□“□□”□□□□□□□□□□□□□[5]□□□□□□□□□□□□□□□□□□□□□□□□1902□□□“□□□□□□□□□□□□□□□□□□□□□”[6]

□□□□□□□□□□□□□□□□□□□□□□·□□□1906□□1909□□□□□□□□□□□□□□□□□1911□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□”[7]□□□□□□□34□□□□□□□□□□□Exxon□□□□□

[illegible]100[illegible]

[illegible][8][illegible]“[illegible]”[illegible]“[illegible]”[9][illegible][10][illegible]“[illegible]”[illegible][11][illegible]

[illegible]·[illegible]

[illegible]·[illegible]Henry Ford[illegible]“[illegible]”[illegible]

[illegible]1906[illegible]

[illegible]ALAM[illegible]1903[illegible]ALAM[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][12]1909[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“T[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1913[illegible]“[illegible]……[illegible]”[illegible]1914[illegible]5[illegible]“[illegible]”[illegible]

[illegible]

[illegible]5[illegible]

[illegible]

[illegible]·[illegible]（James Couzens）[illegible]"[illegible]"[13][illegible]"5[illegible]"[illegible]

[illegible]"[illegible]"[illegible]"[illegible]"[illegible]"[illegible]"[illegible]"[illegible]"[illegible]

[illegible]1916[illegible]"[illegible]"[illegible]·[illegible]（Woodrow Wilson）[illegible]1918[illegible]

[illegible]

[illegible]“[illegible]”[illegible][14]

[illegible]1923[illegible]200[illegible]T[illegible]1926[illegible]150[illegible]“[illegible]”[illegible]Edsel[illegible]T[illegible]1927[illegible]T[illegible]1500[illegible]1908[illegible]825[illegible]290[illegible]

[illegible]1933[illegible]32.5[illegible]40[illegible]65[illegible]“[illegible]”[illegible]

[illegible]1925[illegible]160[illegible]3000[illegible]1931[illegible]7697[illegible]

[illegible]1932[illegible]3[illegible]2500[illegible]——[illegible]——[illegible]4[illegible]1937[illegible]5[illegible]·[illegible]“[illegible]”[illegible]

[illegible]1935[illegible]Wagner Act[illegible][15][illegible]70%[illegible]

[illegible]“[illegible]”[16][illegible]*My Life and Work*[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]·[illegible]·[illegible]

[illegible]·[illegible]·[illegible]Alfred P.Sloan[illegible]36[illegible]1956[illegible]·[illegible]William C.Durant[illegible]1908[illegible]

[illegible]1920[illegible]1923[illegible]

[illegible]“[illegible]”[illegible]DuPonts[illegible]·[illegible]Pierre DuPont[illegible]

[illegible]1920[illegible]1921[illegible]1920[illegible]Organization Study[illegible]“[illegible]”[illegible]“[illegible]”[illegible][17][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][18][illegible]“[illegible]”[illegible][19]

[illegible]60%[illegible]T[illegible]10[illegible]1921[illegible]T[illegible]T[illegible]

[illegible]1921[illegible]

> [illegible][20]

[illegible]“[illegible]”[illegible]for every purse and purpose[illegible]

[illegible]4%[illegible]T[illegible]450[illegible]600[illegible]T[illegible]“[illegible]”[illegible]“[illegible]”[21][illegible]

[illegible]T[illegible]1920[illegible]T[illegible]“[illegible]”[illegible]“[illegible]”[illegible][22][illegible]6[illegible]1927[illegible]180[illegible]

[illegible]“[illegible]”[illegible]1936[illegible]

[illegible]1936[illegible]4.2[illegible]1500[illegible]1936[illegible]·[illegible]“[illegible]”[illegible]CIO[illegible]1936[illegible]11[illegible]

[illegible]12[illegible]Flint[illegible]Fisher[illegible]“[illegible]”[illegible][23][illegible]“[illegible]”[illegible]

[illegible]7000[illegible]90[illegible]1[illegible]“[illegible]”[illegible][24]

[illegible]5[illegible]1937[illegible]2[illegible]125[illegible]

[illegible]·[illegible]Richard Murphy[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”

[illegible]——[illegible]

[illegible]1937[illegible]2[illegible]11[illegible]10[illegible]40[illegible]

[illegible]1938[illegible]——[illegible]50%[illegible]1938[illegible]“[illegible]45%……[illegible]”[illegible]

[illegible]·[illegible]Adolf Berle[illegible]1932[illegible]1932[illegible]·[illegible]Gardiner Means[illegible]*The Modern Corporation and Private Property*[illegible]200[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[25]

□□

---

[1] □□□□□Ron Chernow□*Titan□The Life of John D.Rockefeller□Sr.*□New York□Little□Brown & Co.□1998□and Daniel Yergin□*The Prize□The Epic Quest for Oil□Money & Power* □New York□The Free Press□1992□.

[2] Ron Chernow□*Titan□The Life of John D.Rockefeller□Sr.*□New York□Little□Brown & Co.□1998□and Daniel Yergin□*The Prize□The Epic Quest for Oil□Money & Power* □New York□The Free Press□1992□□148-150.

[3] Allan Nevins□*John D.Rockefeller□The Heroic Age of American Enterprise*□2 vols.□New York□Charles Scribner’s Sons□1940□.

[4] Allan Nevins□*John D.Rockefeller□The Heroic Age of American Enterprise*□2 vols.□New York□Charles Scribner’s Sons□1940□□433□

[5] Richard Hofstadter□*The Age of Reform* □New York□Vintage□1955□□216-217.

[6] □□□□□□□□□□□□□□□□□□□□Ida Tarbell□*The History of the Standard Oil Company* □New York□Buccaneer Books□1987□□Steven Weinberg□*Taking on the Trust□The Epic Battle of Ida Tarbell and John D.Rockefeller* □New York□W.W.Norton□2008□.

[7] Daniel Yergin□*The Prize□The Epic Quest for Oil□Money & Power* □New York□The Free Press□1992□□93.

[8] □□□·□□□Daniel Yergin□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[9] Daniel Yergin□*The Prize□The Epic Quest for Oil□Money & Power* □New York□The Free Press□1992□□26□

[10] □□·□□□Ron Chernow□□□□□□□

[11] Ron Chernow□*Titan□The Life of John D.Rockefeller□Sr.*□New York□Little□Brown & Co.□1998□and Daniel Yergin□*The Prize□The Epic Quest for Oil□Money & Power* □New York□The Free Press□1992□□230.

[12] Steve Watts□*The People’s Tycoon□Henry Ford and the American Century* □New York□Vintage Books□2006□□16□Henry Ford□*My Life and Work* □New York□Classic Books□2009□first published 1922□.

[13] □□□Steve Watts□*The People’s Tycoon□Henry Ford and the American Century* □New York□Vintage Books□2006□□16□Henry Ford□*My Life and Work* □New York□Classic Books□2009□first published 1922□□190□

[14] Richard Tedlow□“The Struggle for Dominance in the Automobile Market□The Early Years of Ford and General Motors□” *Business and Economic History Second Series*□17□1988□□49-62.

[15] □□□□□□□□□□□□

[16] Steve Watts□*The People’s Tycoon□Henry Ford and the American Century* □New York□Vintage Books□2006□□16□Henry Ford□*My Life and Work* □New York□Classic Books□2009□first published 1922□□456□480.

[17] David Farber□*Alfred P.Sloan and the Triumph of General Motors* □Chicago□University of Chicago Press□2002□□41.

[18] Alfred Sloan□*My Years with General Motors* □New York□Crown Publishing□1990□□47□52□53-54.

[19] David Farber□*Alfred P.Sloan and the Triumph of General Motors* □Chicago□University of Chicago Press□2002□□50.

[20] Alfred Sloan□*My Years with General Motors* □New York□Crown Publishing□1990□□71.

[21] Alfred Sloan□*My Years with General Motors* □New York□Crown Publishing□1990□□76.□□□□John MacDonald□*The Game of Business* □New York□Doubleday□1975□□Chapter 3□

[22] Alfred Sloan□*My Years with General Motors* □New York□Crown Publishing□1990□□186-187.

[23] Alfred Sloan□*My Years with General Motors* □New York□Crown Publishing□1990□□195-196□

[24] Sidney Fine□“The General Motors Sit-Down Strike□A Re-examination□” *The American Historical Review* 70□no.3□April 1965□691-713.

[25] Adolf Berle and Gardiner Means□*The Modern Corporation and Private Property* □New York□Harcourt□Brace and World□1967□□46□313.

[illegible]

[illegible]

——[illegible]·[illegible]

[illegible]·[illegible]Herbert Solow[illegible]·[illegible]John McDonald[illegible]*Fortune Magazine*[illegible][1][illegible]·[illegible]·[illegible]·[illegible]John Kenneth Galbraith[illegible]·[illegible]Henry Luce[illegible]“[illegible]”[illegible][2]

[illegible]·[illegible]Alfred Chandler[illegible][3][illegible]“[illegible]”[illegible]·[illegible]“[illegible]”[illegible][4][illegible]

[illegible]*The New Industrial State*[illegible]1967[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[5][illegible]

[illegible]·[illegible]1937[illegible]1942[illegible]*The Future of Industrial Man*[illegible]“[illegible]”[illegible]·[illegible]18[illegible]*Concept of the Corporation*[illegible]“[illegible]”[illegible]“[illegible]”[illegible][6][illegible]“[illegible]”[illegible]“[illegible]”[illegible][7]

[illegible]1954[illegible]*The Practice of Management*[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][8][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][9][illegible]——[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]——[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]50%[illegible]

[illegible]1937[illegible]“[illegible]”[illegible]

[illegible][10][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]Charles Wilson[illegible]

[illegible]·[illegible]“[illegible]”[illegible][11][illegible]*My Years with General Motors*[illegible]20[illegible]·[illegible][12][illegible]“[illegible]”[illegible][13][illegible][14][illegible]5[illegible]1964[illegible]1[illegible]

[illegible]·[illegible]·[illegible]Alfred D.Chandler[illegible]Jr.[illegible]Standard & Poor’s[illegible]·[illegible]Henry Poor[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1962[illegible]*Strategy and Structure*[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]·[illegible]Edith Penrose[illegible]“[illegible]”[illegible]1959[illegible]*The Theory of the Growth of the Firm*[illegible][15][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][16][illegible]“[illegible]”[illegible][17]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][18][illegible]——[illegible]——[illegible]

[illegible]M[illegible]M-form[illegible]“[illegible]”[illegible][19][illegible]

[illegible]·[illegible]Robert F.Freeland[illegible]

[illegible]“[illegible]”[illegible][20]

[illegible]1950[illegible]-[illegible]Celler-Kefauver Act[illegible]“[illegible]”[illegible][21][illegible]“[illegible]”[illegible][22][illegible]“[illegible]”[illegible][23][illegible]·[illegible]Louis Galambos[illegible][24][illegible]“[illegible]”[illegible]“[illegible]”[illegible][25]

[illegible]·[illegible]Jack Welch[illegible]“[illegible]CEO[illegible]”[illegible][26]

[illegible]

1964[illegible]*Business Strategies*[illegible]“[illegible]”[illegible]*Managing for Results*[illegible][27][illegible]·[illegible]Matthew Stewart[illegible]“[illegible]”[illegible][28][illegible]——[illegible]·[illegible]

[illegible]Igor Ansoff[illegible]*Corporate Strategy*[illegible]Boston Consulting Group[illegible]

[illegible]·[illegible]Walter Kiechel III[illegible][29][illegible]“[illegible]”[illegible]1960[illegible]1960[illegible]“3C”[illegible]Costs[illegible]Customers[illegible]Competitors[illegible]“[illegible]”[illegible]“[illegible]1800[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][30][illegible]

[illegible]“[illegible]”[illegible]·[illegible]Kenneth Andrews[illegible]·[illegible]“[illegible]”[illegible][31][illegible]SWOT[illegible]

[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Henry Mintzberg[illegible][32][illegible]“[illegible]”[illegible]Design School[illegible][33]

[illegible]·[illegible]1965[illegible]“[illegible]”[illegible][34][illegible]Lockheed[illegible]“[illegible]”[illegible]Carnegie Mellon University[illegible]——[illegible]——[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][35][illegible]

[illegible]“[illegible]”[illegible][36][illegible]“[illegible]”[illegible]57[illegible]

[37][illegible]

[illegible]·[illegible]Army Air Corps[illegible]“[illegible]”[illegible]·[illegible]·[illegible]Charles Bates “Tex” Thornton[illegible]Office of Statistical Control[illegible][38]

[illegible]·[illegible]——[illegible]——[illegible]1943[illegible]——[illegible]30[illegible]·[illegible]“[illegible]”[illegible]Quiz Kids[illegible]“[illegible]”[illegible]Whiz Kids[illegible]“[illegible]”[illegible]

[illegible]1960[illegible]11[illegible]9[illegible]·F.[illegible]·[illegible]

[illegible]M[illegible][39][illegible]“[illegible]”[illegible]1968[illegible]——[illegible]

[illegible]“[illegible]”[illegible][40][illegible]

[illegible]·[illegible]Friedrich Hayek[illegible][41][illegible]“[illegible]”[illegible]“[illegible]”[illegible][42]25[illegible]·[illegible]Aaron Wildavsky[illegible][43][illegible]“[illegible]”[illegible]“[illegible]”[illegible][44]

[illegible]·[illegible]“[illegible]”[45][illegible]1981[illegible]“[illegible]”[illegible]·[illegible]“[illegible]……[illegible]”[illegible]·[illegible]——[illegible]——[illegible][46]

1984[illegible]*Business Week*[illegible]“[illegible]”[illegible]·[illegible]1994[illegible]*The Rise and Fall of Strategic Planning*[illegible][47]1991[illegible]“[illegible]”[illegible]“[illegible]40[illegible]”[illegible][48]

[illegible]

[illegible]

---

[1] □□□□□□□□□□□□□□□□□□□□□□□□Tess Slesinger□□□□*The Unpossessed*□□□□□James T.Farrell□□□□□*Sam Holman*□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Holman□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[2] Amitabh Pal□□□·□□□·□□□□□□□□□The Progressive□October 2000□□□http□//www.progressive.org/mag_amitpalgalbraith□

[3] □□□□□□Arthur Chandler□

[4] Alfred Chandler□*The Visible Hand* □Harvard□MA□Belknap Press□1977□□1.

[5] Galbraith□*The New Industrial State*□2nd edn.□Princeton□NJ□Princeton University Press□2007□□59□42.

[6] Peter Drucker□*The Concept of the Corporation*□3rd edn.□New York□Transaction Books□1993□□□□Chapter 28□n.8.

[7] Peter Drucker□*The Concept of the Corporation*□3rd edn.□New York□Transaction Books□1993□□Introduction□

[8] Peter Drucker□*The Practice of Management* □Amsterdam□Elsevier□1954□□3□245-247.

[9] Peter Drucker□*The Practice of Management* □Amsterdam□Elsevier□1954□□11□

[10] Peter Drucker□*The Practice of Management* □Amsterdam□Elsevier□1954□□177□□□□□□□□□□□□□Peter Drucker□*Adventures of a Bystander* □New York□Transaction Publishers□1994□□

[11] □□□□□□□□1983□□□□□□□□□□□□□□□□□*My Years with General Motors* 1990□□□□□□□□□□□□□□□□□□□□□□□□□□

[12] Christopher D.McKenna□"Writing the Ghost-Writer Back In□Alfred Sloan□Alfred Chandler□John McDonald and the Intellectual Origins of Corporate Strategy□" *Management & Organizational History* 1□no.2□May 2006□□107-126.

[13] Jon McDonald and Dan Seligman□*A Ghost's Memoir□The Making of Alfred P.Sloan's My Years with General Motors* □Boston□MIT Press□2003□□16.

[14] □□

[15] Edith Penrose□*The Theory of the Growth of the Firm* □New York□Oxford University Press□1959□.□□1995□□□□□□□□□"□□□□□□□□□"□□□□□□□John Kay□*Foundations of Corporate Success□How Business Strategies Add Value* □Oxford□Oxford University Press□1993□□□□□□□□□□□□□□335□

[16] Alfed Chandler□“Introduction□” in 1990 edition of *Strategy and Structure* □Cambridge□MA□MIT Press□1990□□v.□1956□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[17] Alfed Chandler□“Introduction□” in 1990 edition of *Strategy and Structure* □Cambridge□MA□MIT Press□1990□□13.

[18] □□□□□□□□□□□□□□□□□□□□□□□□□Alfred D.Chandler and Stephen Salsbury□*Pierre S.du Pont and the Making of the Modern Corporation* □New York□Harper & Row□1971□.

[19] Alfed Chandler□“Introduction□” in 1990 edition of *Strategy and Structure* □Cambridge□MA□MIT Press□1990□□309.Robert F.Freeland□“The Myth of the M-Form□Governance□Consent□and Organizational Change□” *The American Journal of Sociology* 102□1996□□483-526□Robert F.Freeland□“When Organizational Messiness Works□” *Harvard Business Review* 80□May 2002□□24-25.

[20] Robert F.Freeland□“The Myth of the M-Form□Governance□Consent□and Organizational Change□” *The American Journal of Sociology* 102□1996□□516.

[21] Neil Fligstein□“The Spread of the Multidivisional Form Among Large Firms□1919-1979□” *American Sociological Review* 50□1985□□380.

[22] Christopher D.McKenna□“Writing the Ghost-Writer Back In□Alfred Sloan□Alfred Chandler□John McDonald and the Intellectual Origins of Corporate Strategy□” *Management & Organizational History* 1□no.2□May 2006□□□□□□□□□□□□□□□IBM□AT&T□□□□□□□□□□□□□□□□□□□□□□□□□□

[23] Edward D.Berkowitz and Kim McQuaid□*Creating the Welfare State□The Political Economy of Twentieth Century Reform* □Lawrence□KS□Praeger□1992□□233-234.□□□Richard R.John□“Elaborations□Revisions□Dissents□Alfred D.Chandler□Jr.’s□‘The Visible Hand’after Twenty Years□” *The Business History Review* 71□no.2□Summer 1997□□190.Sanford M.Jacoby□*Employing Bureaucracy□Managers□Unions□and the Transformation of Work in American Industry□1900-1945*□New York□Columbia University Press□1985□□8.John□“Elaborations□Revisions□Dissents□”190.

[24] □□·□□□□□□□□□□□□□□□□□

[25] Louis Galambos□“What Makes Us Think We Can Put Business Back into American History□” *Business and Economic History* 21□1992□□1-11.

[26] John Micklethwait and Adrian Wooldridge□*The Witch Doctors□Making Sense of the Management Gurus* □New York□Random House□1968□□106.

[27] □□1986□□*Managing for Results*□□□□

[28] Matthew Stewart□*The Management Myth□Why the Experts Keep Getting It Wrong* □New York□W.W.Norton□2009□□□□Chapter 28□n.2□153.

[29] □□□□□□□□□□□□□□□□□□□□

[30] Walter Kiechel III□*The Lords of Strategy□The Secret Intellectual History of the New Corporate World* □Boston□The Harvard Business Press□2010□□xi-xii□4.

[31] Kenneth Andrews□*The Concept of Corporate Strategy* □Homewood□IL□R.D.Irwin□1971□□29.

[32] □□□□□□□□□□□□□□□

[33] Henry Mitzberg□Bruce Ahlstrand□and Joseph Lampel□*Strategy Safari□The Complete Guide Through the Wilds of Strategic Management* □New York□The Free Press□1998□.□□□□□□□□Strategy Bites Back□It Is Far More□and Less□Than You Ever Imagined□New York□Prentice Hall□2005□.

[34] “The Guru□Igor Ansoff□” *The Economist*□July 18□2008□Igor Ansoff□*Corporate Strategy□An Analytic Approach to Business Policy for Growth and Expansion* □New York□McGraw-Hill□1965□.

[35] Igor Ansoff□*Corporate Strategy* □London□McGraw-Hill□1965□□120.

[36] Matthew Stewart□*The Management Myth□Why the Experts Keep Getting It Wrong* □New York□W.W.Norton□2009□□157-158.

[37] Walter Kiechel III□*The Lords of Strategy□The Secret Intellectual History of the New Corporate World* □Boston□The Harvard Business Press□2010□□26-27.

[38] John A.Byrne□*The Whiz Kids□Ten Founding Fathers of American Business —And the Legacy They Left Us* □New York□Doubleday□1993□.

[39] Samuel Huntington□*The Common Defense□Strategic Programs in National Politics* □New York□Columbia University Press□1961□.

[40] Mintzberg et al.□*Strategy Safari*□65.

[41] □□□□□□□□□□□□□□□□1974□□□□□□□□

[42] Friedrich Hayek□“The Use of Knowledge in Society□” *American Economic Review* 35□no.4□1945□□519-530.

[43] □□□□□□□□□□□□□□□□□□□

[44] Aaron Wildavsky□“Does Planning Work□” *The National Interest*□Summer 1971□No.24□101.□□□□□□“If Planning Is Everything Maybe It’s Nothing□” *Policy Sciences* 4□1973□□127-153.

[45] □□□Henry Mitzberg□Bruce Ahlstrand□and Joseph Lampel□*Strategy Safari□The Complete Guide Through the Wilds of Strategic Management* □New York□The Free Press□1998□□65.

[46] Jack Welch□with John Byrne□*Jack□Straight from the Gut* □New York□Grand Central Publishing□2003□□448.□□□□Kevin Peppard□□□□□*Fortune Magazine*□November 30□1981□p.17.□□□□Chapter 3 of Thomas O’Boyle□*At Any Cost□Jack Welch□General Electric□and the Pursuit of Profit* □New York□Vintage□1999□□

[47] Henry Mintzberg□*The Rise and Fall of Strategic Planning* □London□Prentice-Hall□1994□.

[48] Igor Ansoff□“Critique of Henry Mintzberg’s ‘The Design School□Reconsidering the Basic Premises of Strategic Management□’” *Strategic Management Journal* 12□no.6□September 1991□□449-461.

[illegible]

[illegible]

——[illegible]·[illegible]·[illegible]

[illegible]

[illegible]（Alexander the Great）[1][illegible]·[illegible]（Albert Madansky）[2][illegible]（Attila the Hun）[3][illegible]（Sitting Bull）[4][illegible]·E.[illegible][5][illegible]·S.[illegible][6][illegible]·[illegible]（George Patton）[illegible][7][illegible]·[illegible]（Wess Roberts）[illegible]*Leadership Secrets of Attila the Hun*[illegible]“[illegible]‘[illegible]’[illegible]”[illegible]“[illegible]”[illegible][8]

□□□——□□□“□□□□□□□□□□□□”□W.T.□□□□□□□“□□□□□□□□□□□□□□□□□□□”□□□·□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□”□□□□·E.□□□□□□□□□□□□□□□“□□□□□□□□□‘□□□□□’□□□□□”□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□[9]□□□□□□·□□□□Douglas Ramsey□□□□□□□“□□□□□”□□□□“□□”□□□[10]

□□□“□□”□□□“□□□”□“□□□”□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□[11]

□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□[12]□□□□□□□·□□□□Bruce Henderson□□□□□□□□□□□□□□□□□□□□□□□·□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□□□□”□□□“□□□□□□□□□□□□□□□□□□□□□”□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”[13]

[illegible]1981[illegible][14][illegible][15][illegible]“[illegible]”[illegible][16][illegible]·[illegible]Al Ries[illegible][17][illegible]·[illegible]Jack Trout[illegible][18][illegible]1986[illegible]*Marketing Warfare*[illegible][19][illegible]

[illegible]——[illegible]·[illegible]

[illegible][20][illegible]*Wall Street*[illegible]·[illegible]Gordon Gekko[illegible]·[illegible]Bud Fox[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]·[illegible]“[illegible]”[21][illegible]“[illegible]”[illegible]1987[illegible]

[illegible]*The Sopranos*[illegible]·[illegible]Tony Soprano[illegible]Malfi[illegible]“[illegible]”[22][illegible]“[illegible]——[illegible]2400[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][23][illegible]·[illegible]

[illegible]·[illegible]Mark McNeilly[illegible]*Sun Tzu and the Art of Business*[illegible]“[illegible]”[illegible][24][illegible]“[illegible]”[illegible][25][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]——[illegible]

[illegible]

[illegible]Miyamoto Musashi[illegible]*The Book of Five Rings*[illegible]13[illegible]60[illegible]

[illegible][26][illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible][27][illegible]”[illegible][28][illegible]

[illegible]·[illegible]George Stalk[illegible]1988[illegible]*Harvard Business Review*[illegible][29][illegible]·[illegible]OODA[illegible][30][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][31]

[illegible]“[illegible]”[illegible]·[illegible]·[illegible]

[illegible]

---

[1] [illegible]

[2] [illegible]

[3] [illegible]

[4] □□□□□□□□□□□□□□□□□□□□□

[5] □□□□□□□□□□□□□□□

[6] □□□□□□□□□□18□□□□□

[7] Albert Madansky□“Is War a Business Paradigm□A Literature Review□” *The Journal of Private Equity* 8□Summer 2005□□7-12.

[8] Wess Roberts□*Leadership Secrets of Attila the Hun* □New York□Grand Central Publishing□1989□.

[9] Dennis Laurie□*From Battlefield to Boardroom□Winning Management Strategies in Today’s Global Business* □New York□Palgrave□2001□□235.

[10] Douglas Ramsey□*Corporate Warriors* □New York□Houghton Mifflin□1987□.

[11] Aric Rindfleisch□“Marketing as Warfare□Reassessing a Dominant Metaphor—Questioning Military Metaphors’Centrality in Marketing Parlance□” *Business Horizons*□September-October□1996.□□□□□□□□□□□□□□□□□□□□□□□John Kay□“Managers from Mars□” *Financial Times*□August 4□1999.

[12] □□BCG□□pp.519□

[13] Bruce Henderson□*Henderson on Corporate Strategy* □New York□Harper Collins□1979□□9-10□27.

[14] □□□·□□□Philip Kotler□□□□□“□□□□□□□”□□□□□□□□□□□□□□□□

[15] □□·□□□Ravi Singh□□□□□□□□□□□□

[16] Philip Kotler and Ravi Singh□“Marketing Warfare in the 1980s□” *Journal of Business Strategy* □Winter 1981□□30-41.□□□□□□□□□□□□□□Alfred R.Oxenfeldt and William L.Moore□“Customer or Competitor□Which Guideline for Marketing□” *Management Review* □August 1978□□43-38.

[17] □□□□□□□□□□□□□□□□□□□

[18] □□□□□□□□□□“□□□□”□

[19] Al Ries and Jack Trout□*Marketing Warfare* □New York□Plume□1986□□Robert Duro and Bjorn Sandstrom□*The Basic Principles of Marketing Warfare* □Chichester□UK□John Wiley & Sons□Inc.□1987□□Gerald A.Michaelson□*Winning the Marketing War* □Lanham□MD□Abt Books□1987□.

[20] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Foo Check Teck and Peter Hugh Grinyer□*Organizing Strategy□Sun Tzu Business Warcraft* □Butterworth□Heinemann Asia□1994□□Donald Krause□*The Art of War for Executives* □New York□Berkley Publishing Group□1995□□Gary Gagliardi□*The*

Art of War Plus The Art of Sales □Shoreline□WA□Clearbridge Publishing□1999□□Gerald A Michaelson□*Sun Tzu□The Art of War for Managers□50 Strategic Rules* □Avon□MA□Adams Media Corporation□2001□□

[21] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□”□

[22] Episodes□“Big Girls Don’t Cry”□“He Is Risen.”□□ http□//www.hbo.com/the-sopranos/episodes/index.html□

[23] Richard Greene and Peter Vernezze□eds.□*The Sopranos and Philosophy□I Kill Therefore I Am* □Chicago□Open Court□2004□.□□□□□□□Soprano□□□□□Paulie ‘Walnuts’Gualtieri□□□“Sun-Tuh-Zoo”□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□□□“Sun-Tuh-Zoo”□“□□□□□□□□□□□”□□□□□□□Silvio Dante□□□□“Tzu□Tzu□Sun Tzu□□□□□□□——□□□□□□□□□□□□□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□Paulie□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□”□□□5□□

[24] Marc R.McNeilly□*Sun Tzu and the Art of Business* □New York□Oxford University Press□2000□.

[25] Khoo Kheng-Ho□*Applying Sun Tzu’s Art of War in Managing Your Marriage* □Malaysia□Pelanduk□2002□.

[26] William Scott Wilson□*The Lone Samurai□The Life of Miyamoto Musashi* □New York□Kodansha International□2004□□220□Miyamoto Musashi□*The Book of Five Rings□A Classic Text on the Japanese Way of the Sword*□translated by Thomas Cleary□Boston□Shambhala Publications□2005□.

[27] □□□□□□□□□□□□□1921□□□

[28] Thomas A.Green□ed.□*Martial Arts of the World□An Encyclopedia* □Santa Barbara□CA□ABC-CLIO□2001□.

[29] George Stalk□Jr.□“Time—The Next Source of Competitive Advantage□” *Harvard Business Review* 1□August 1988□□41-51□George Stalk and Tom Hout□*Competing Against Time□How Time-Based Competition Is Reshaping Global Markets* □New York□The Free Press□1990□.

[30] □□□□□□□□ Chet Richards□*Certain to Win□The Strategy of John Boyd as Applied to Business* □Philadelphia□Xlibris□2004□□

[31] □□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□”□□□□□□□□“□□□□”□□“□□□□”□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□George Stalk and Rob Lachenauer Hardball□*Are You Playing to Play or Playing to Win*□□Cambridge□MA□Harvard Business School Press□2004□□Jennifer Reingold□“The 10 Lives of George Stalk□” Fast Company.com□December 19□2007□http□//www.fastcompany.com/magazine/91/open_stalk.html.

[illegible]

[illegible]

——[illegible]·[illegible]·[illegible]

[illegible]

[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]Monte Carlo simulations[illegible][1][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Duncan Luce[illegible]·[illegible]Howard Raiffa[illegible]1957[illegible]“[illegible]”[illegible][2][illegible]“[illegible]

[illegible]”。[3][illegible]

[illegible]·[illegible]John Nash[illegible]“[illegible]”（Nash equilibrium[illegible][4][illegible][5][illegible]“[illegible]”。[6][illegible]·[illegible]“[illegible]”、“[illegible]”[illegible][7][illegible]“[illegible]”。[8][illegible]

[illegible]（Cowles Commission[illegible]1932[illegible]·[illegible]Milton Friedman）[9][illegible]“[illegible]”[10][illegible]

[illegible]·[illegible]1938[illegible]London School of Economics[illegible]1950[illegible]*The Road to Serfdom*[illegible]·[illegible]·[illegible]

[illegible]

[illegible]·[illegible]·[illegible]·[illegible]Rowan Gaither[illegible]1958[illegible]“[illegible]”[illegible][11]

1959[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]20[illegible]MBA[illegible]1980[illegible]5.7[illegible]MBA[illegible]600[illegible]20%[illegible]50[illegible]20[illegible]20[illegible]200[illegible][12]

[illegible]Carnegie Institute of Technology’s Graduate School of Industrial Organization[illegible]·[illegible]Lee Bach[illegible][13][illegible]·[illegible]Herbert Simon[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1965[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][14]

[illegible]

[illegible]

[illegible]1974[illegible]

[illegible]·[illegible]1964[illegible]“[illegible]”[illegible][15]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible][16][illegible]“[illegible]”[illegible]Experience Curve[illegible]“[illegible]”[illegible]T[illegible]

[illegible]“[illegible]-[illegible]”[illegible]“[illegible]”[illegible]Growth-Share Matrix[illegible]“[illegible]”[17][illegible]“[illegible]”[18][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]John Seeger[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][19]

[illegible]1980[illegible]·[illegible]Michael Porter[illegible][20][illegible]MBA[illegible]“[illegible]”[illegible]“[illegible]”[illegible][21]

[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible][22][illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]SWOT[illegible]

[illegible]“[illegible]”[23][illegible]

[illegible]“[illegible]”[24][illegible]“[illegible]”[illegible][25][illegible]*Competitive Advantage*[illegible][26][illegible][27][illegible]

[illegible]NFL[illegible]USFL[illegible]“[illegible]”[illegible]NFL[illegible]USFL[illegible]USFL[illegible]NFL[illegible]USFL[illegible]

USFL[illegible]USFL[illegible]USFL[illegible]NFL[illegible]NFL[illegible]NFL[illegible][28]

[illegible]·[illegible]Barry Nalebuff[illegible][29][illegible]·[illegible]Adam Brandenburger[illegible][30][illegible]*Co-Opetition*[illegible]“[illegible]”[illegible][31][illegible][32][illegible]

[illegible]Nintendo[illegible]“[illegible]”[illegible]“[illegible]”[illegible][33]

[illegible]·[illegible]

[illegible]

---

[1] Philip Mirowski□*Machine Dreams□Economics Becomes Cyborg Science* □Cambridge□Cambridge University Press□2002□□12-17□□□chap.12□ n.11□.Cyborg [illegible]

[2] Duncan Luce and Howard Raiffa□*Games and Decisions□Introduction and Critical Survey* □New York□John Wiley & Sons□1957□□10.

[3] Duncan Luce and Howard Raiffa□*Games and Decisions□Introduction and Critical Survey* □New York□John Wiley & Sons□1957□□18□

[4] Sylvia Nasar□*A Beautiful Mind* □New York□Simon & Schuster□1988□.

[5] John F.Nash□Jr.□*Essays on Game Theory□with an introduction by K.Binmore* □Cheltenham□UK□Edward Elgar□1996□.

[6] Roger B.Myerson□"Nash Equilibrium and the History of Economic Theory□" *Journal of Economic Literature* 37□1999□□1067.

[7] Philip Mirowski□*Machine Dreams□Economics Becomes Cyborg Science* □Cambridge□Cambridge University Press□2002□□369.

[8] Richard Zeckhauser□"Distinguished Fellow□Reflections on Thomas Schelling□" *The Journal of Economic Perspectives* 3□no.2□Spring 1989□□159.

[9] [illegible]1976[illegible]

[10] Milton Friedman□*Price Theory□A Provisional Text*□revised edn. □Chicago□Aldine□1966□□37.

[11] □□□Rakesh Khurana□*From Higher Aims to Higher Hands□The Social Transformation of American Business Schools and the Unfulfilled Promise of Management as a Profession* □Princeton□NJ□Princeton University Press□ 2007□□239-240.

[12] Rakesh Khurana□*From Higher Aims to Higher Hands□The Social Transformation of American Business Schools and the Unfulfilled Promise of Management as a Profession* □Princeton□NJ□Princeton University Press□ 2007□□292□307□

[13] Rakesh Khurana□*From Higher Aims to Higher Hands□The Social Transformation of American Business Schools and the Unfulfilled Promise of*

Management as a Profession □Princeton□NJ□Princeton University Press□2007□□272□

[14] Rakesh Khurana□*From Higher Aims to Higher Hands□The Social Transformation of American Business Schools and the Unfulfilled Promise of Management as a Profession* □Princeton□NJ□Princeton University Press□2007□□253-254.275□268-269□331□

[15] Pankat Ghemawat□"Competition and Business Strategy in Historical Perspective□" *The Business History Review* 76□no.1□Spring 2002□□37-74□44-45.

[16] Interview with Seymour Tilles□October 24□1996.

[17] □□□□□□□□□□□□□□□□□□□

[18] □□□□□□□□□□□□□□□□□□□

[19] John A.Seeger□"Reversing the Images of BCG's Growth/Share Matrix□" *Strategic Management Journal* 5□1984□□93-97.

[20] □□□□□□□□□□□□□□"□□□□"□□□□□□□□□□□□□□□"□□□□□□"□

[21] Herbert A.Simon. "From Substantive to Procedural Rationality□" in Spiro J.Latsis□ed.□*Method and Appraisal in Economics* □Cambridge□UK□Cambridge University Press□1976□□140.

[22] Michael Porter□*Competitive Strategy Techniques for Analyzing Industries and Competitor*s □New York□The Free Press□1980□.

[23] Michael Porter□*Competitive Strategy Techniques for Analyzing Industries and Competitor*s □New York□The Free Press□1980□□3.

[24] Henry Mitzberg□Bruce Ahlstrand□and Joseph Lampel□*Strategy Safari□The Complete Guide Through the Wilds of Strategic Management* □New York□The Free Press□1998□□113□□□chap.30□n.29□.

[25] Porter□*Competitive Strategy*□53□86.

[26] Porter□*Competitive Advantage*.

[27] Michael Porter□Nicholas Argyres□and Anita M.McGahan□"An Interview with Michael Porter□" *The Academy of Management Executive* □1993-2005□16□no.2□May 2002□□43-52.

[28] Vance H.Fried and Benjamin M.Oviatt□"Michael Porter's Missing Chapter□The Risk of Antitrust Violations□" *Academy of Management Executive* 3□no.1□1989□□49-56.

[29] □□□□□□□□□□□□

[30] □□□□□□□□□□□□□

[31] Adam J.Brandenburger and Barry J.Nalebuff□*Co-Opetition* □New York□Doubleday□1996□.

[32] As demonstrated by Wikipedia□http□//en.wikipedia.org/wiki/Coopetition.

[33] Matthew Stewart□*The Management Myth□Why the Experts Keep Getting It Wrong* □New York□W.W.Norton□2009□□214-215.

[illegible]

[illegible]

——[illegible]

[illegible]

[illegible]——[illegible]——[illegible]·[illegible]·[illegible][1][illegible]

[illegible]

1970[illegible]·[illegible]Michael C.Jensen[illegible]·[illegible]·[illegible]Ralph Nader[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]William Meckling[illegible]——[illegible]

[illegible]——[illegible]·[illegible]Justin Fox[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][2][illegible][3]

[illegible]1983[illegible]“[illegible]”“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][4]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]Market for Corporate Control[illegible]”[5][illegible]1993[illegible]“CEO[illegible]——[illegible]”[6]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][7][illegible]

[illegible]

[illegible]

[illegible]1980[illegible]·[illegible]Robert Hayes[illegible]·[illegible]William Abernathy[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][8]

[illegible]·[illegible]Franklin Fisher[illegible]“[illegible]”[illegible][9][illegible]“[illegible]”[illegible]·[illegible]Carl Shapiro[illegible]“[illegible]”[illegible][10][illegible]“[illegible]”[illegible][11][illegible]·[illegible]Garth Saloner[illegible]“[illegible]”[illegible][12][illegible]

[illegible]

[illegible][13][illegible]2005[illegible]·[illegible]（Sumantra Ghoshal）[illegible]

> [illegible][14]

[illegible]“[illegible]”[illegible][15][illegible]·[illegible]（James Champy）[illegible]“[illegible]”[illegible][16][illegible]——[illegible]——[illegible]

[illegible]

[illegible]Enron[illegible]

[illegible]

[illegible]“[illegible]”[illegible]quality circles[illegible]1950[illegible]just in time[illegible]

[illegible]Total Quality Management[illegible]TQM[illegible]Business

Process Reengineering[illegible]BPR[illegible]BPR[illegible]
BPR[illegible]
[illegible]
[illegible]
[illegible]·[illegible]
[illegible]

> [illegible]
> [illegible][17]

[illegible]
[illegible][18]

[illegible]BPR[illegible]
[illegible]“[illegible]
[illegible]”[illegible]
[illegible]
[illegible]/[illegible]

[illegible]·[illegible]Michael Hammer[illegible]BPR[illegible]
[illegible]BPR[illegible]“[illegible]
[illegible]……[illegible]
[illegible]”[19][illegible]CSC[illegible]·[illegible]1993[illegible]
[illegible]*Reengineering the Corporation*[illegible]200[illegible]CSC[illegible]
[illegible][20][illegible]1992[illegible]
[illegible]“[illegible]”[illegible][21]1994[illegible]500[illegible]
[illegible]2200[illegible]78%[illegible]60%[illegible]
[illegible][22][illegible]1995[illegible]
[illegible]25[illegible]1988[illegible]CSC[illegible]3000[illegible]1993[illegible]1.5[illegible]
[illegible]“[illegible]

[illegible]”。[23]

[illegible]·[illegible]——“[illegible]”[illegible]——“[illegible]50%[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[24]

[illegible]BPR[illegible]“[illegible]Reengineering Revolution[illegible]”[25][illegible]“[illegible]”[26][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”。[27]

[illegible]·[illegible]Thomas Davenport[illegible]CSC[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]BPR[illegible]“[illegible]”[illegible]BPR[illegible]BPR[illegible]

[illegible]——[illegible]100[illegible]

□□□□□□□□□□□□“□□”□□□□□□□□□□□□□□□□“□□□□□□□□□□□

□□□□□□□□□□”□□□□□□□□□□□□BPR□□□□□□□□□□□□□□□□□□□□□

□□——□□□□□□□□□□□——□□□□□□□□□□□□□□□□□□□“□□□□”□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□”□“□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□”□“□□□□□□□□□□□□”□□□

1994□□CSC□□□□□□□□“□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□3/4□□□□□□□1/5□□□□□□□□□□□□□□□□□□“□67%□□□□□□□□□□□□□□□□□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□BPR□□□□□□□□□□□□□□□□□BPR□□□CSC□□□·□□□□Michael Treacy□□□□·□□□□□Fred Wiersema□□□□□□□□□□□□*The Discipline of Market Leaders*□□□□□□□□□□□□□□CSC□□□□□□□□□□□□□□□□□□□□25□□□□□□□1□□□“□□□□□□□”□□□□□□□□□□□□□□□□□□□□8□□□□□□□□□2.5□□□□□3□□CSC□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□CSC□□*Re-Engineering Management*□□□□□□□□□□1999□□□□□□□600□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□[28]

□□□□

[illegible]·[illegible]——[illegible]“[illegible]”[illegible][29]

[illegible]“[illegible]”[illegible][30][illegible][31]

[illegible]1957[illegible]500[illegible]30[illegible]74[illegible]W.Chan Kim[illegible]·[illegible]Renée Mauborgne[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

“[illegible]”[illegible]——“[illegible]”[illegible][32][illegible]——[illegible]/[illegible]/[illegible]/[illegible]/[illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][33]

[illegible]“[illegible]”[illegible]——[illegible]——[illegible]

[illegible]“[illegible]”[illegible][34]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible]——[illegible]——[illegible]

[illegible]·[illegible]Eric Beinhocker[illegible]“[illegible]”[illegible]punctuated equilibrium[illegible]

[illegible]“[illegible]——[illegible]”[illegible][35]

[illegible]

---

[1] Kathleen Eisenhardt，“Agency Theory：An Assessment and Review，” *Academy of Management Review* 14，no.1（1989）：57-74.

[2] Justin Fox，*The Myth of the Rational Market：A History of Risk，Reward，and Delusion on Wall Street*（New York：Harper，2009），159-162.

[3] Michael C.Jensen and William H.Meckling，“Theory of the Firm：Managerial Behavior，Agency Costs and Ownership Structure，” *Journal of Financial Economics* 3（1976）：302-360.

[4] Michael C.Jensen，“Organization Theory and Methodology，” *The Accounting Review* 58，no.2（April 1983）：319-339.

[5] Jensen，“Takeovers：Folklore and Science，” *Harvard Business Review*（November-December 1984）：109-121.

[6] [illegible]Justin Fox，*The Myth of the Rational Market：A History of Risk，Reward，and Delusion on Wall Street*（New York：Harper，2009），274.

[7] Paul M.Hirsch，Ray Friedman，and Mitchell P.Koza，“Collaboration or Paradigm Shift？：Caveat Emptor and the Risk of Romance with Economic Models for Strategy and Policy Research，” *Organization Science* 1，no.1（1990）：87-97.

[8] Robert Hayes and William J.Abernathy，“Managing Our Way to Economic Decline，” *Harvard Business Review*（July 1980）：67-77.

[9] Franklin Fisher，“Games Economists Play：A Noncooperative View，” *RAND Journal of Economics* 20，no.1（Spring 1989）：113.

[10] Carl Shapiro□"The Theory of Business Strategy□" *RAND Journal of Economics* 20□no.1□Spring 1989□□125-137.

[11] Richard P.Rumelt□Dan Schendel□and David J.Teece□"Strategic Management and Economics□" *Strategic Management Journal* 12□Winter 1991□□5-29.

[12] Garth Saloner□"Modeling□Game Theory□and Strategic Management□" *Strategic Management Journal* 12□Winter 1991□□119-136.□□□□Colin F.Camerer□"Does Strategy Research Need Game Theory□" *Strategic Management Journal* 12□Winter 1991□□137-152□

[13] Richard L.Daft and Arie Y.Lewin□"Can Organization Studies Begin to Break Out of the Normal Science Straitjacket□An Editorial Essay□" *Organization Science* 1□no.1□1990□□1-9□Richard A.Bettis□"Strategic Management and the Straightjacket□An Editorial Essay□" *Organization Science* 2□no.3□August 1991□□315-319.

[14] Sumantra Ghoshal□"Bad Management Theories Are Destroying Good Management Practices□" *Academy of Management Learning and Education* 4□no.1□2005□□85.

[15] Timothy Clark and Graeme Salaman□"Telling Tales□Management Gurus'Narratives and the Construction of Managerial Identity□" *Journal of Management Studies* 3□no.2□1998□□157.□□□□T.Clark and G.Salaman□"The Management Guru as Organizational Witchdoctor□" *Organization* 3□no.1□1996□□85-107□

[16] James Champy□*Reengineering Management□The Mandate for New Leadership* □London□HarperBusiness□1995□□7.

[17] Michael Hammer and James Champy□*Reengineering the Corporation□A Manifesto for Business Revolution* □London□HarperBusiness□1993□□49.

[18] Peter Case□"Remember Re-Engineering□The Rhetorical Appeal of a Managerial Salvation Device□" *Journal of Management Studies* 35□no.4□July 1991□□419-441.

[19] Michael Hammer□"Reengineering Work□Don't Automate□Obliterate□" *Harvard Business Review*□July/August 1990□104.

[20] Thomas Davenport and James Short□"The New Industrial Engineering□Information Technology and Business Process Redesign□" *Sloan Management Review*□Summer 1990□Keith Grint□"Reengineering History□Social Resonances and Business Process Reengineering□" *Organization* 1□no.1□1994□□179-201□Keith Grint and P.Case□"The Violent Rhetoric of Re-Engineering□Management Consultancy on the Offensive□" *Journal of Management Studies* 6□no.5□1998□□557-577.

[21] Bradley G.Jackson□"Re-Engineering the Sense of Self□The Manager and the Management Guru□" *Journal of Management Studies* 33□no.5 □September 1996□□571-590.

[22] Hammer and Champy□*Reengineering the Corporation□A Manifesto for Business Revolution.*□□□□John Micklethwait and Adrian Wooldridge□*The Witch Doctors□Making Sense of the Management Gurus*.

[23] Iain L.Mangham□"Managing as a Performing Art□" *British Journal of Management* 1□1990□□105-115.

[24] Michael Hammer and Steven Stanton□*The Reengineering Revolution□The Handbook* □London□HarperCollins□1995□□30□52.

[25] Michael Hammer□*Beyond Reengineering□How the Process-Centered Organization Is Changing Our Work and Our Lives* □London□HarperCollins□1996□□321.

[26] James Champy□*Reengineering Management□The Mandate for New Leadership* □London□HarperBusiness□1995□□204.

[27] James Champy□*Reengineering Management□The Mandate for New Leadership* □London□HarperBusiness□1995□□122□

[28] Willy Stern□"Did Dirty Tricks Create a Best-Seller□" *Business Week*□August 7□1995□Micklethwait and Wooldridge□*The Witch Doctors*□23-25□Walter Kiechel III□*The Lords of Strategy□The Secret Intellectual History of the New Corporate World* □Boston□The Harvard Business Press□2010□□24□□□chap.30□n.27□□Timothy Clark and David Greatbatch□"Management Fashion as Image-Spectacle□The Production of Best-Selling Management Books□" *Management Communication Quarterly* 17□no.3□February 2004□□396-424.

[29] Michael Porter□"What Is Strategy□" *Harvard Business Review*□November-December 1996□60-78.

[30] Leigh Van Valen□"A New Evolutionary Law□" Evolutionary Theory I □1973□□20.

[31] Pankat Ghemawat□"Competition and Business Strategy in Historical Perspective□" *The Business History Review* 76□no.1□Spring 2002□□64.

[32] Chan W.Kim and Renee Mauborgne□*Blue Ocean Strategy□How to Create Uncontested Market Space* □Boston□Harvard Business School Press□2005□□6-7.

[33] Chan W.Kim and Renee Mauborgne□*Blue Ocean Strategy□How to Create Uncontested Market Space* □Boston□Harvard Business School Press□2005□□209-221□

[34] Chan W.Kim and Renee Mauborgne，“How Strategy Shapes Structure，” *Harvard Business Review* ，September 2009，，73-80.

[35] Eric D.Beinhocker，“Strategy at the Edge of Chaos，” *McKinsey Quarterly* ，Winter 1997，，25-39.

[illegible]

[illegible]

——[illegible]·[illegible]·[illegible]

[illegible]

[illegible]·[illegible]（1984[illegible]

[illegible]——[illegible]·[illegible]·[illegible]·[illegible]（James Brown）[illegible][1]

[illegible]·[illegible]（Douglas McGregor）[illegible]*The Human Side of Enterprise*[illegible]“[illegible]”[2][illegible]X[illegible]

□□Y□□□“□□□‘□□’□□□□□……□□□□□□□□□□□□□□□□□□□……□□□”□[3]□□□X□□□Y□□

□□□□·□□□[4]□□□□□□□□□□□□·□□□Karl Weick□□□□□□□□□□□□□□□□□□□□*The Social Psychology of Organizing*□□□——□□□“□□□□”□loose-coupling□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□”□enactment□□□□□□□□□□□□□□□□□□“□□□□”□sensemaking□□equivocality□□□“□□”[5]

□□□□

□□□·□□□□Tom Peters□□□□□·□□□Robert Waterman□□□“□□□□□”□“□□□□”□□

[illegible]“[illegible]”[illegible]·[illegible]Tony Athos[illegible]·[illegible]Richard Pascale[illegible]“7-S[illegible]”[illegible]7-S Framework[illegible]——[illegible]——[illegible]“7-S[illegible]”[illegible]7[illegible]7[illegible]“S”[illegible]“[illegible]”[illegible]

1980[illegible]“7-S[illegible]”[illegible]“[illegible]”[illegible][6]

[illegible][7][illegible]Ohmae Kenichi[illegible]1975[illegible][8]

[illegible]“7-S[illegible]”[illegible]*In Search of Excellence*[illegible][9][illegible]62[illegible]20[illegible]6[illegible]4[illegible]50%[illegible]43[illegible][10]

[illegible]20[illegible][11][illegible]“[illegible]——[illegible]”[illegible]“[illegible]”[illegible]·[illegible]“[illegible]

[illegible]”[illegible]·[illegible]——“[illegible]MBA[illegible]”[illegible]“[illegible]101”[illegible]“[illegible]”[12]

[illegible]1999[illegible][13][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]200[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]22[illegible]22[illegible]“[illegible]”

[illegible]600[illegible]

[illegible][14][illegible]1/3[illegible][15]

[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]*Liberation Management*[illegible]“[illegible]”[16]2003[illegible]“[illegible]”[17][illegible]Y[illegible]1987[illegible]*Thriving on Chaos*[illegible]“[illegible]”[illegible]

[illegible]——[illegible]2003[illegible]“[illegible]”[illegible]“[illegible]25[illegible]30[illegible]……[illegible]”[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”“[illegible]”[illegible]“[illegible]”[illegible][18][illegible]“[illegible]”[illegible][19][illegible]“[illegible]”[illegible]gurus[illegible]

[illegible]“[illegible]”[illegible]
“[illegible]‘[illegible]’[illegible]Charlatan[illegible]”[illegible][20]

[illegible]·[illegible]Gary Hamel[illegible]

[illegible]C.K.Prahalad[illegible]“[illegible]”[illegible]“[illegible]”[illegible][21][illegible]“[illegible]”[illegible]core competence[illegible]“[illegible]”[illegible]collective learning[illegible][22][illegible]1994[illegible][23]

[illegible]·[illegible]·[illegible]·[illegible]·[illegible][24][illegible]“[illegible]”[illegible]“[illegible]

[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[25]

[illegible]2002[illegible]*Leading the Revolution*[illegible][26][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][27][illegible]2001[illegible]·[illegible]Arthur Andersen[illegible][28]

[illegible]2003[illegible]“[illegible]”[illegible]“[illegible]”[illegible]·[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible][29][illegible]“[illegible]”[illegible][30][illegible]·[illegible]·[illegible]“[illegible]……[illegible]……[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][31][illegible]X[illegible]Y[illegible]

[illegible]

[illegible]

[illegible]·[illegible]（Scott Adams）[illegible]“[illegible]”（Dilbert）[illegible]“[illegible]‘[illegible]’[illegible]”[illegible]“[illegible]”[illegible]“[illegible]……[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][32]

---

[1] James A.C.Brown，*The Social Psychology of Industry* （London：Penguin Books，1954）.

[2] Douglas McGregor. *The Human Side of Enterprise* （New York：McGraw-Hill，1960）.[illegible]Gary Heil，Warren Bennis，and Deborah C.Stephens，*Douglas McGregor Revisited：Managing the Human Side of the Enterprise* （New York：Wiley，2000）。

[3] [illegible]David Jacobs，“Book Review Essay：Douglas McGregor，The Human Side of Enterprise in Peril，” *Academy of Management Review* 29，no.2（2004）：293-311.

[4] These are discussed below，p.592.

[5] Karl Weick，*The Social Psychology of Organizing* （New York：McGraw Hill，1979），91.

[6] Tom Peters，Bob Waterman，and Julian Phillips，“Structure Is Not Organization，” *Business Horizons*，June 1980.Peters[illegible]Tom Peters，“A Brief History of the 7-S（‘McKinsey 7-S’）Model，” January 2011，[illegible]http：//www.tompeters.com/dispatches/012016.php。

[7] Richard T.Pascale and Anthony Athos，*The Art of Japanese Management：Applications for American Executives* （New York：Simon & Schuster，1981）.

[8] Kenichi Ohmae，*The Mind of the Strategist：The Art of Japanese Business* （New York：McGraw-Hill，1982）.

[9] □□□□□□□□□*The Secrets of Excellence* □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□
□□□

[10] Tom Peters and Robert Waterman□*In Search of Excellence□Lessons from America’s Best Run Companies* □New York□HarperCollins□1982□.

[11] Tom Peters□“Tom Peters’s True Confessions□” Fast Company.com□November 30□2001□http□//www.fastcompany.com/magazine/53/peters.html.□□Tom Peters□□□Stuart Crainer□*The Tom Peters Phenomenon□Corporate Man to Corporate Skink* □Oxford□Capstone□1997□□

[12] Tom Peters and Robert Waterman□*In Search of Excellence□Lessons from America’s Best Run Companies* □New York□HarperCollins□1982□□29.

[13] D.Colville□Robert H.Waterman□and Karl E.Weick□“Organization and the Search for Excellence□Making Sense of the Times in Theory and Practice□” *Organization* 6□no.1□February 1999□□129-148.

[14] Daniel Carroll□“A Disappointing Search for Excellence□” *Harvard Business Review*□November-December 1983□78-88.

[15] “Oops.Who’s Excellent Now□” *Business Week*□November 5□1984.□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□”□pp.109-10□□□□□□□□□□□□□□□□□□□□

[16] Tom Peters□*Liberation Management□Necessary Disorganization for the Nanosecond Nineties* □New York□A.A.Knopf□1992□.

[17] Tom Peters□*Re-Imagine□Business Excellence in a Disruptive Age* □New York□DK Publishing□2003□□203.

[18] “Guru□Tom Peters□” *The Economist*□March 5□2009.Tom Peters with N.Austin□*A Passion for Excellence□The Leadership Difference* □London□Collins□1985□□*Thriving on Chaos□Handbook for a Management Revolution* □New York□Alfred A.Knopf□1987□.

[19] Matthew Stewart□*The Management Myth□Why the Experts Keep Getting It Wrong* □New York□W.W.Norton□2009□□234.

[20] “Peter Drucker□the Man Who Changed the World□” *Business Review* Weekly□September 15□1997□49.

[21] C.K.Prahalad and G.Hamel□“Strategic Intent□” *Harvard Business Review* □May-June 1989□□63-76.

[22] C.K.Prahalad and G.Hamel□“The Core Competence of the Corporation□” *Harvard Business Review* □May-June 1990□□79-91.

[23] C.K.Prahalad and G.Hamel□“Strategy as a Field of Study□Why Search for a New Paradigm□” *Strategic Management Journal* 15□issue supplement S2□Summer 1994□□5-16.

[24] Gary Hamel□“Strategy as Revolution□” *Harvard Business Review* □July-August 1996□□69.

[25] Gary Hamel□“Strategy as Revolution□” *Harvard Business Review* □July-August 1996□□78□

[26] Gary Hamel□*Leading the Revolution□How to Thrive in Turbulent Times by Making Innovation a Way of Life* □Cambridge□MA□Harvard Business School Press□2000□.

[27] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Kenneth Lay□□□□□□□□□□□□□□□□□□*Strategy Bites Back*□

[28] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□*The Financial Times* □2001□12□4□□□□□ “□□□LEADING THE REVOLUTION□□□□□□□□□□Gary Hamel□2000□□□□CREATIVE DESTRUCTION□□□□□□□□□□□□Richard Foster and Sarah Kaplan□2001□□□□STRATEGY THROUGH SIMPLE RULES□□□□□□□□□□□□□□Kathy Eisenhardt and Donald Sull□2001□□□□WAR FOR TALENT□□□□□□□□□□□Ed Michaels□1998□□□□□□ROAD TO THE NEXT ECONOMY□□□□□□□□□□□□□□James Critin□□□□□□2002□2□□□□□□□□□□□□□□□□□□□□”

[29] Gary Hamel□*The Future of Management* □Cambridge□MA□Harvard Business School Press□2007□□14.

[30] Gary Hamel□*The Future of Management* □Cambridge□MA□Harvard Business School Press□2007□□62□

[31] Gary Hamel□*What Matters Now□How to Win in a World of Relentless Change□Ferocious Competition□and Unstoppable Innovation* □San Francisco□Jossey-Bass□2012□.

[32] Scott Adams□*The Dilbert Principle* □New York□Harper Collins□1996□□153□296.□□□□□□□□□□□□□□http□//www.dilbert.com/strips/□

[illegible]

[illegible]

——[illegible]·[illegible]

[illegible]·[illegible]·[illegible]James Waters[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”

[illegible]“[illegible]”[illegible][1]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]2008[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][2][illegible]“[illegible]”[illegible]“[illegible]”[illegible][3]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][4][illegible]“[illegible]”[illegible][5][illegible]·[illegible]Charles Handy[illegible]“[illegible]”[illegible][6]

[illegible]*Strategy without Design*[illegible]“[illegible]”[illegible]“[illegible]”[illegible][7][illegible]Chia and Holt[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[8][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[9][illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]·[illegible]Jeffrey Pfeffer[illegible][10][illegible]“[illegible]”[illegible][11]

[illegible]·[illegible]Helen Armstrong[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[12][illegible][13]

[illegible]·[illegible]David Knights[illegible]·[illegible]Glenn Morgan[illegible]“[illegible]”[illegible][14]

[illegible]“[illegible]‘[illegible]’[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’[illegible]‘[illegible]’[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Stewart Clegg[illegible]·[illegible]Chris Carter[illegible]·[illegible]Martin Kornberger[illegible]“[illegible]”[illegible][15][illegible]“[illegible]”[illegible]“[illegible]‘[illegible]’[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]*Strategy Safari*[illegible]“[illegible]”[illegible][16][illegible]“[illegible]”[illegible][17][illegible]“[illegible]”[illegible]

> [illegible]“[illegible]”“[illegible]”“[illegible]”[illegible][18]

[illegible]·[illegible]John Kay[illegible]“[illegible]”[19]

[illegible]BPR[illegible][20][illegible]

[illegible][21][illegible][22][illegible]SWOT[illegible]

[illegible]“[illegible]”[illegible]1992[illegible]·[illegible]Robert Kaplan[illegible]·[illegible]David Norton[illegible]“[illegible]”[illegible]“[illegible]”[illegible]KPIs[illegible][23][illegible]·[illegible]Stephen Bungay[illegible]“[illegible]”[illegible][24]

[illegible]50[illegible]16[illegible]“[illegible]”[illegible][25][illegible]“[illegible]”[illegible][26][illegible]“[illegible]‘[illegible]’”[illegible][27][illegible]“[illegible]”[illegible]1962[illegible]2008[illegible]91[illegible]“[illegible]”[illegible]planning[illegible]“[illegible]”[illegible]environment[illegible]“[illegible]”[illegible]competition[illegible]“[illegible]”[illegible]achieve[illegible]“[illegible]”[illegible]formulate[illegible]“[illegible]”[illegible]relate[illegible][28]

[illegible]“[illegible]”[illegible]

[illegible][29]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]strategizing[illegible]“[illegible]”[illegible][30][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][31][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible][32][illegible]1998[illegible]·[illegible]Jay Conger[illegible]“[illegible]”[illegible]“[illegible]Y[illegible]”[illegible][33][illegible]·[illegible]Lucy Kellaway[illegible]“[illegible]”[illegible]“[illegible]”[illegible][34]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][35][illegible]·[illegible]·[illegible]“[illegible]……[illegible]”[illegible]

[illegible]SWOT[illegible]“[illegible]”[illegible]“[illegible]”[illegible]call[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”

[illegible]“[illegible]”[illegible][36]

[illegible]“[illegible]”[illegible]·[illegible]

[illegible][37][illegible]

[illegible][38][illegible]“[illegible]”[illegible][39][illegible]·[illegible]Miroslav Holub[illegible][40]

[illegible]·[illegible]1958[illegible]1974[illegible]11%[illegible]1%[illegible]87%[illegible]43%[illegible]1959[illegible]“[illegible]”[illegible]50cc[illegible][41][illegible]

[42][illegible]“[illegible]”[illegible]

[illegible]1948[illegible]1964[illegible]·[illegible]Andrew Mair[illegible][43]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][44][illegible]Soichiro Honda[illegible]Takio Fujisawa[illegible]

[illegible]1981[illegible]“H-Y”[illegible]“Yamaha wotsubusu[illegible]”——[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]1994[illegible]NSX[illegible]·[illegible]NSX[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][45][illegible]

[illegible]

[illegible]·[illegible]（Phil Rosenzweig）[illegible]“[illegible]”[illegible][46]

[illegible]·[illegible]“[illegible]”[illegible]·[illegible]（Edith Penrose）[illegible][47]

[illegible]·[illegible]“[illegible]”[illegible][48][illegible]·[illegible]（Alan Laffley）[illegible]·[illegible]（Roger Martin）[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][49]

[illegible]·[illegible]Richard Rumelt[illegible]

> [illegible][50]

[illegible]——[illegible][51][illegible]“charisma in a can”[illegible]“[illegible]”[illegible][52]

[illegible]“[illegible]”[illegible]

---

[1] Henry Mintzberg and James A.Waters，“Of Strategies，Deliberate and Emergent，” *Strategic Management Journal* 6，no.3（July-September 1985）：257-

272.

[2] Ed Catmull□“How Pixar Fosters Collective Creativity□” *Harvard Business Review*□September 2008.

[3] Henry Mintzberg□“Rebuilding Companies as Communities□” *Harvard Business Review*□July-August 2009□140-143.

[4] Peter Senge□*The Fifth Discipline□The Art and Practice of the Learning Organization* □New York□Doubleday□1990□.

[5] Daniel Quinn Mills and Bruce Friesen□“The Learning Organization□” *European Management* Journal 10□no.2□June 1992□□146-156.

[6] Charles Handy□“Managing the Dream□” in S.Chawla and J.Renesch□ eds.□*Learning Organizations* □Portland□OR□Productivity Press□1995□□46□□□□ Michaela Driver□“The Learning Organization□Foucauldian Gloom or Utopian Sunshine□” *Human Relations* 55□2002□□33-53□

[7] Robert C.H.Chia and Robin Holt□*Strategy Without Design□The Silent Efficacy of Indirect Action* □Cambridge□Cambridge University Press□2009□□ 203.

[8] □□□□□·[illegible]

[9] Robert C.H.Chia and Robin Holt□*Strategy Without Design□The Silent Efficacy of Indirect Action* □Cambridge□Cambridge University Press□2009□□xi.

[10] Jeffrey Pfeffer□*Managing with Power□Politics and Influence in Organizations* □Boston□Harvard Business School Press□1992□.[illegible]“[illegible]”□30□

[11] Jeffrey Pfeffer□*Power□Why Some People Have It —and Others Don’t* □New York□HarperCollins□2010□□11.[illegible]F.M.Cornford□ *Microcosmographia Academica□Being a Guide for the Young Academic Politician* □London□Bowes & Bowes□1908□□

[12] Helen Armstrong□“The Learning Organization□Changed Means to an Unchanged End□” *Organization* 7□no.2□2000□□355-361.

[13] John Coopey□“The Learning Organization□Power□Politics and Ideology□” *Management Learning* 26□no.2□1995□□193-214.

[14] David Knights and Glenn Morgan□“Corporate Strategy□Organizations□ and Subjectivity□A Critique□” *Organization Studies* 12□no.2□1991□□251.

[15] Stewart Clegg□Chris Carter□and Martin Kornberger□“Get Up□I Feel Like Being a Strategy Machine□” *European Management Review* 1□no.1

□2004□□21-28.

[16] Stephen Cummings and David Wilson□eds.□*Images of Strategy* □Oxford□Blackwell□2003□□3.□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”

[17] Peter Franklin□“Thinking of Strategy in a Postmodern Way□Towards an Agreed Paradigm□” Parts 1 and 2□*Strategic Change* 7□September-October 1998□□313-332 and□December 1998□□437-448.

[18] Donald Hambrick and James Frederickson□“Are You Sure You Have a Strategy□” *Academy of Management Executive* 15□no.4□November 2001□□49.

[19] John Kay□*The Hare & The Tortoise□An Informal Guide to Business Strategy* □London□The Erasmus Press□2006□□31.

[20] “Instant Coffee as Management Theory□” *Economist* 25□January 1997□□57.

[21] Eric Abrahamson□“Management Fashion□” *Academy of Management Review* 21□no.1□1996□□254-285.

[22] Jane Whitney Gibson and Dana V.Tesone□“Management Fads□Emergence□Evolution□and Implications for Managers□” *The Academy of Management Executive* 15□no.4□2001□□122-133.

[23] “□□□”□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□□□□□“□□□□□□□□□□”□□□□□□□□“□□□□□□□□□□□□□□□□□” Adams□*The Dilbert Principle*□158.

[24] R.S.Kaplan and D.P.Norton□“The Balanced Scorecard□Measures that Drive Performance□” *Harvard Business Review* 70□Jan-Feb 1992□□71-79□and “Putting the Balanced Scorecard to Work□” *Harvard Business Review* 71□Sep-Oct 1993□□134-147.Stephen Bungay□*The Art of Action□How Leaders Close the Gaps Between Plans□Actions and Results* □London□Nicholas Brealey□2011□□207-214.

[25] Paula Phillips Carson□Patricia A.Lanier□Kerry David Carson□and Brandi N.Guidry□“Clearing a Path Through the Management Fashion Jungle□Some Preliminary Trailblazing□” *The Academy of Management Journal* 43□no.6□December 2000□□1143-1158.

[26] Barry M.Staw and Lisa D.Epstein□“What Bandwagons Bring□Effects of Popular Management Techniques on Corporate Performance□Reputation□and CEO Pay□” *Administrative Science Quarterly* 45□no.3□September 2000□□523-556.

[27] Keith Grint□“Reengineering History□Social Resonances and Business Process Reengineering□” *Organization* 1□no.1□1994□□193□□□chap.33□n.20□□

[28] Guillermo Armando Ronda-Pupo and Luis Angel Guerras-Martin□ “Dynamics of the Evolution of the Strategy Concept 1992-2008□A Co-Word Analysis□” *Strategic Management Journal* 33□2011□□162-188.□□□□□□□□□“□□□□□ □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□□□□□□□□

[29] Damon Golskorkhi□Linda Rouleau□David Seidl□and Erro Vaara□eds.□ “Introduction□What Is Strategy as Practice□” *Cambridge Handbook of Strategy as Practice* □Cambridge□UK□Cambridge University Press□2010□□13.

[30] Paula Jarzabkowski□Julia Balogun□and David See□“Strategizing□The Challenge of a Practice Perspective□” *Human Relations* 60□no.5□2007□□5-27.□□ □□□□□□□□□□□□□□□□□□□

[31] Richard Whittington□“Completing the Practice Turn in Strategy Research□” *Organization Studies* 27□no.5□May 2006□□613-634.□□□□□□□□

[32] Ian I.Mitroff and Ralph H.Kilmann□“Stories Managers Tell□A New Tool for Organizational Problem Solving□” *Management Review* 64□no.7□July 1975□□18-28□Gordon Shaw□Robert Brown□and Philip Bromiley□“Strategic Stories□How 3M Is Rewriting Business Planning□” *Harvard Business Review* □May-June 1998□□41-48.

[33] Jay A.Conger□“The Necessary Art of Persuasion□” *Harvard Business Review* □May-June 1998□□85-95.

[34] Lucy Kellaway□*Sense and Nonsense in the Office* □London□Financial Times□Prentice Hall□2000□□19.

[35] Karl E.Weick□*Sensemaking in Organizations* □Thousand Oaks□CA□ Sage□1995□□129.

[36] Valérie-Inès de la Ville and Elèonore Mounand□“A Narrative Approach to Strategy as Practice□Strategy Making from Texts and Narratives□” in Golskorkhi□Rouleau□Seidl□and Vaara□eds.□*Cambridge Handbook of Strategy as Practice*□13.

[37] David M.Boje□“Stories of the Storytelling Organization□A Postmodern Analysis of Disney as ‘Tamara-Land□’” *Academy of Management Journal* 38□ no.4□August 1995□□997-1035.

[38] Karl E.Weick□*Making Sense of the Organization* □Oxford□Blackwell□ 2001□□344-345.□□□□□□1982□□□□□□□□□□□□

[39] Mintzberg et al.□*Strategy Safari*□160□□□chap.30□n.29□□

[40] □□□□□□□□□□□□Thomas *Basbϕll* and Henrik Graham□“Substitutes for Strategy Research□Notes on the Source of Karl Weick’s Anecdote of the Young Lieutenant and the Map of the Pyrenees□” *Ephemera□Theory & Politics in Organization* 6□no.2□2006□□194-204.

[41] Richard T.Pascale□“Perspectives on Strategy□The Real Story Behind Honda’s Success□” *California Management Review* 26□1984□□47-72. *The California Management Review* 38□no.4□1996□□□□□□□□□□□□□□□□□□□□□□□□□ Michael Goold□author of the original BCG report□□“Learning□Planning□and Strategy□Extra Time”□Richard T.Pascale□“Reflections on Honda”□Richard P.Rumelt□“The Many Faces of Honda”□and Henry Mintzberg□“Introduction” and “Reply to Michael Goold.”□□□□□□□□□□□□□□□□□□□□□BCG□□□BCG□□□□□“□□□□□□□□”□□200□□□□□□□□□□□□□□□□14□□Boston Consulting Group□*Strategy Alternatives for the British Motorcycle Industry*□2 vols.□London□Her Majesty’s Stationery Office□1975□.

[42] Henry Mintzberg□“Crafting Strategy□” *Harvard Business Review* □July-August 1987□□70.

[43] Andrew Mair□“Learning from Japan□Interpretations of Honda Motors by Strategic Management Theorists□” *Nissan Occasional Paper Series* No.29□1999□□□ http□//www.nissan.ox.ac.uk/_data/assets/pdf_file/0013/11812/NOPS29.pdf□□□□□□□□ Andrew Mair□“Learning from Honda□” *Journal of Management Studies* 36□no.1□January 1999□□25-44.

[44] Jeffrey Alexander□*Japan’s Motorcycle Wars□An Industry History* □Vancouver□UBC Press□2008□.

[45] Mair□“Learning from Japan□”29-30.□□□□□□□□□□□Christopher D.McKenna□“Mementos□Looking Backwards at the Honda Motorcycle Case□2003-1973□” in Sally Clarke□Naomi R.Lamoreaux□and Steven Usselman□eds.□*The Challenge of Remaining Innovative□Lessons from Twentieth Century American Business* □Palo Alto□Stanford University Press□2008□.

[46] Phil Rosenzweig□*The Halo Effect* □New York□The Free Press□2007□.

[47] John Kay□*The Hare & The Tortoise□An Informal Guide to Business Strategy* □London□The Erasmus Press□2006□□33□70□158□160.

[48] Stephen Bungay□*The Art of Action□How Leaders Close the Gap Between Plans□Actions and Results* □London□Nicholas Brealey□2011□.

[49] A.G.Laffley and Roger Martin□*Playing to Win□How Strategy Really Works* □Cambridge□MA□Harvard Business Review Press□272□□214-215.

[50] Richard Rumelt□*Good Strategy□Bad Strategy□The Difference and Why It Matters* □London□Profile Books□2011□□77□106□111.

[51] Richard Rumelt□*Good Strategy□Bad Strategy□The Difference and Why It Matters* □London□Profile Books□2011□□32□“□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□

[illegible]

[52] Richard Rumelt□*Good Strategy□Bad Strategy□The Difference and Why It Matters* □London□Profile Books□2011□□58□

[illegible] [illegible]

[illegible] [illegible]

[illegible]

——[illegible]·[illegible]·[illegible]

[illegible]
——[illegible]——[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]·[illegible]

[illegible]Gary Becker[illegible]“[illegible]”[illegible][1]

[illegible]·[illegible]Charles Merriam[illegible]·[illegible]——[illegible]——[illegible]1951[illegible]1957[illegible]2400[illegible]·[illegible]·[illegible]Hans Speier[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][2][illegible][3][illegible]

[illegible]“[illegible]”[4][illegible][5]

[illegible]

[illegible]·[illegible]Kenneth Arrow[illegible]“[illegible]”[illegible]·[illegible]Anthony Downs[illegible]*Economic Theory of Democracy*[illegible]·[illegible]William Riker[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][6][illegible]

1959[illegible]Palo Alto[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][7][illegible]*The Theory of Political Coalitions*[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

1982[illegible]“[illegible]”[illegible]“[illegible]”[illegible][8][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][9][illegible]40%[illegible][10]

[illegible]——[illegible]——[illegible]

[illegible]

[illegible]——[illegible]——[illegible]·[illegible]Peter Ordeshook[illegible]“[illegible]”[illegible][11]

[illegible]

[illegible]“[illegible]”[12][illegible]

[illegible]·[illegible]Donald Green[illegible]·[illegible]Ian Shapiro[illegible]“[illegible]”[illegible][13][illegible]“[illegible]”[illegible]·[illegible]Stephen Walt[illegible]“[illegible]”[illegible]“[illegible]”[illegible][14]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][15][illegible]

[illegible]

[illegible]·[illegible]n[illegible]

[illegible]·[illegible]William Gamson[illegible]“[illegible]”[illegible][16]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[17][illegible]“[illegible]”[illegible]
[18][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[19][illegible]

[illegible]·[illegible]Mancur Olson[illegible]“[illegible]”[illegible][20]

“[illegible]”[illegible]“[illegible]”[illegible][21][illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]1991[illegible]2008[illegible]“[illegible]”[illegible][22][illegible]·[illegible]Robert Axelrod[illegible]*The Evolution of Cooperation*[illegible]·[illegible]Anatol Rapoport[illegible]·[illegible]·[illegible]1964[illegible]“[illegible]”[illegible]·[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][23][illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Dennis Chong[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][24]

[illegible]·[illegible]Robert Jervis[illegible]“[illegible]”[illegible][25][illegible]“[illegible]”[illegible]·[illegible]Herbert Simon[illegible]“[illegible]”[26]

[illegible]·[illegible][27][illegible]

1983[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]heresthetics[illegible]”[illegible]Heresthetics[illegible]“[illegible]”[illegible]“[illegible]”[illegible][28][illegible]“[illegible]‘heresthetics’[illegible]”[29]

[illegible]“[illegible]”[illegible][30][illegible]——[illegible]

（*The Art of Manipulation*）——□□□□□□□□□□□□“□□□□□□□
□□□□□□□□□□□□□□□□□”□[31]□□□□□□□□□□□“□□□□□□□
□□□□□□□□□□”□[32]□□□□□□□□□□□□□□□□□□□□□□□□□□□
□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□”□belle-letters□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□
□□□□□□□□□□□□□□□□□□□

---

[1] □□□Paul Hirsch□Stuart Michaels□and Ray Friedman□“‘Dirty Hands’versus ‘Clean Models’□Is Sociology in Danger of Being Seduced by Economics□” *Theory and Society* 16□1987□□325□

[2] Emily Hauptmann□“The Ford Foundation and the Rise of Behavioralism in Political Science□” *Journal of the History of the Behavioral Sciences* 48□no.2□2012□□154-173.

[3] S.M.Amadae□*Rationalising Capitalist Democracy□The Cold War Origins of Rational Choice Liberalism* □Chicago□University of Chicago Press□2003□□3.

[4] Martin Hollis and Robert Sugden□“Rationality in Action□” *Mind* 102□no.405□January 1993□□2.

[5] Richard Swedberg□“Sociology and Game Theory□Contemporary and Historical Perspectives□” *Theory and Society* 30□2001□□320.

[6] William Riker□“The Entry of Game Theory into Political Science□” in Roy Weintraub□ed.□*Toward a History of Game Theory*□208-210□□□chap.12□n.19□.

[7] S.M.Amadae and Bruce Bueno de Mesquita□“The Rochester School□The Origins of Positive Political Theory□” *Annual Review of Political Science* 2□1999□□276.

[8] S.M.Amadae and Bruce Bueno de Mesquita□“The Rochester School□The Origins of Positive Political Theory□” *Annual Review of Political Science* 2□1999□□282□291□

[9] □□Ronald Terchek□“Positive Political Theory and Heresthetics□The Axioms and Assumptions of William Riker□” *The Political Science Reviewer*□1984□62.On Riker□□□□Albert Weale□“Social Choice versus Populism□An Interpretation of Riker’s Political Theory□” *British Journal of Political Science* 14□no.3□July 1984□□369-385□Iain McLean□“William H.Riker and the Invention of Heresthetic□s□□” *British Journal of Political Science* 32□no.3□July 2002□□535-558□

[10] Jonathan Cohn□"The Revenge of the Nerds□Irrational Exuberance□When Did Political Science Forget About Politics□" *New Republic*□October 15□1999.

[11] William Riker and Peter Ordeshook□*An Introduction to Positive Political Theory* □Englewood Cliffs□Prentice-Hall□1973□□24.

[12] Richard Langlois□"Strategy as Economics versus Economics as Strategy□" *Managerial and Decision Economics* 24□no.4□June-July 2003□□287.

[13] Donald P.Green and Ian Shapiro□*Pathologies of Rational Choice Theory□A Critique of Applications in Political Science* □New Haven□CT□Yale University Press□1996□□X.□□□□□□ Jeffery Friedman□ed.□"Rational Choice Theory and Politics□" *Critical* Review 9□no.1-2□1995□□

[14] Stephen Walt□"Rigor or Rigor Mortis□Rational Choice and Security Studies□" *International Security* 23□no.4□Spring 1999□□8.

[15] Dennis Chong□□□Jonathan Cohn□"The Revenge of the Nerds□Irrational Exuberance□When Did Political Science Forget About Politics□" *New Republic*□October 15□1999.

[16] William A.Gamson□"A Theory of Coalition Formation□" *American Sociological Review* 26□no.3□June 1961□□373-382.

[17] William Riker□*The Theory of Political Coalitions* □New Haven□CT□Yale University Press□1963□.

[18] William Riker□"Coalitions.I.The Study of Coalitions□" in David L.Sills□ed.□*International Encyclopedia of the Social Sciences*□vol.2□New York□The Macmillan Company□1968□□527.□□□Swedberg□*Sociology and Game Theory*□328.

[19] Riker□*Theory of Political Coalitions*□22.

[20] Mancur Olson□*The Logic of Collective Action□Public Goods and the Theory of Groups* □Cambridge□MA□Harvard University Press□1965□□Iain McLean□"Review Article□The Divided Legacy of Mancur Olson□" *British Journal of Political Science* 30□no.4□October 2000□□651-668.

[21] Mancur Olson and Richard Zeckhauser□"An Economic Theory of Alliances□" *The Review of Economics and Statistics* 48□no.3□August 1966□□266-279.

[22] Avinash K.Dixit and Barry J.Nalebuff□*The Art of Strategy□A Game Theorist's Guide to Success in Business and Life* □New York□W.W.Norton□2008□□x.

[23] Robert Axelrod□*The Evolution of Cooperation* □New York□Basic Books□1984□□177.□□□□□□Philip Mirowski□*Machine Dreams□Economics Becomes*

Cyborg Science □Cambridge□Cambridge University Press□2002□□□□Chapter 12□n.11□484-487□

[24] Dennis Chong□*Collective Action and the Civil Rights Movement* □Chicago□University of Chicago Press□1991□□231-237.

[25] Robert Jervis□“Realism□Game Theory and Cooperation□” *World Politics* 40□no.3□April 1988□□319.□□□□Robert Jervis□“Rational Deterrence□Theory and Evidence□” *World Politics* 41□no.2□January 1989□□183-207□

[26] Herbert Simon□“Human Nature in Politics□The Dialogue of Psychology with Political Science□” *American Political Science Review* 79□no.2□June 1985□□302.

[27] Albert Weale□“Social Choice versus Populism□An Interpretation of Riker’s Political Theory□” *British Journal of Political Science* 14□no.3□July 1984□□379.

[28] William H.Riker□“The Heresthetics of Constitution-Making□The Presidency in 1787□with Comments on Determinism and Rational Choice□” *The American Political Science Review* 78□no.1□March 1984□□1-16.

[29] Simon□“Human Nature in Politics□”302.

[30] S.M.Amadae and Bruce Bueno de Mesquita□“The Rochester School□The Origins of Positive Political Theory□” *Annual Review of Political Science* 2 □1999□.

[31] William Riker□*The Art of Political Manipulation* □New Haven□CT□Yale University Press□1986□□ix.

[32] William Riker□*The Strategy of Rhetoric* □New Haven□CT□Yale University Press□1996□□4.

[illegible]

[illegible]

——[illegible]·[illegible]1740[illegible]

[illegible]·[illegible]David Hume[illegible]——“[illegible]”[illegible]“[illegible]”[illegible][1][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][2][illegible]“[illegible]”[illegible][3][illegible]“[illegible]”[illegible]

[illegible][4][illegible][5][illegible]

[illegible]

[6]

1986 · Jon Elster [7]

[8]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][9]

[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible][10][illegible]“[illegible]”[illegible]“[illegible][11]”[12][illegible]“[illegible]”[illegible]

[illegible]·[illegible]Amos Tversky[illegible]·[illegible]Daniel Kahneman[illegible]——[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[13][illegible]

[illegible]

[illegible]……[illegible]……[illegible][14]

“[illegible]”[illegible]·[illegible][15][illegible]·[illegible]“[illegible]”（endowment effect[illegible][16]

[illegible]

[illegible]WEIRD[illegible][17]

[illegible]ultimatum game[illegible]1/3[illegible][18][illegible]dictator game[illegible]——[illegible][19][illegible]20%[illegible]

[illegible][20][illegible][21][illegible]·[illegible]Angela Stanton[illegible][22]

[illegible][23][illegible][24]

[illegible]

[illegible][25]

[illegible]

[26][illegible]“[illegible]”[illegible][27][illegible]“[illegible]”[illegible][28][illegible]

[illegible]“[illegible]”[illegible][29][illegible]

[illegible]

[illegible]

[illegible][30]

[illegible]“[illegible][31]“[illegible]”[illegible][32]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible]mentalization[illegible]

[illegible]empathy[illegible]“Einfuhlung”[illegible]

[illegible]·[illegible]Uta Frith[illegible]·[illegible]Christopher D. Frith[illegible]“[illegible]”[illegible][33]

[illegible]“[illegible]”[illegible]·[illegible]Robert Abelson[illegible][34][illegible]1958[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]1972[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]role[illegible]“[illegible]”[illegible]plan[illegible]“[illegible]‘[illegible]’[illegible]”[illegible][35][illegible]·[illegible]Roger Schank[illegible][36][illegible][37]

[illegible]

[illegible]“[illegible]”[illegible]——[illegible]——[illegible][38][illegible]

[illegible]

[illegible]——[illegible]——[illegible][39]

[illegible]——[illegible]——[illegible]

[illegible]1[illegible]2

[illegible][40][illegible]·[illegible]“[illegible]”[illegible][41]

[illegible]amygdale[illegible]OFC[illegible]

[illegible]7[illegible]

[illegible]·[illegible]Jonah Lehrer[illegible]

> [illegible]——[illegible]——[illegible]——[illegible][42]

[illegible][43][illegible]

[illegible]“[illegible]”[illegible]1[illegible]2[illegible][44][illegible]

[illegible]1[illegible][45][illegible]——[illegible]——[illegible]

[illegible]1[illegible]2[illegible]2[illegible]1[illegible]1[illegible]

[illegible]1[illegible]2[illegible]——[illegible]2[illegible]“[illegible]”[illegible][46][illegible]2[illegible]1[illegible][47]

[illegible]1[illegible][48][illegible][49][illegible]“[illegible]”[illegible]“[illegible]”[illegible][50][illegible]

[illegible][51][illegible]2[illegible]——[illegible]1——[illegible]

[illegible]·[illegible]Philip Tetlock[illegible][52]

[illegible]2[illegible]1[illegible]——[illegible]1[illegible]2[illegible]2[illegible]1[illegible]——[illegible]2[illegible]1[illegible]

[illegible][53]

[illegible]“[illegible]”[illegible]

[illegible]·[illegible]David Sally[illegible]2003[illegible]“[illegible]20[illegible]”[illegible]“[illegible]”[illegible]“[illegible]

□□□□□□□□□□□□□”□[54]□□

---

[1] □□□Martin Hollis and Robert Sugden□“Rationality in Action□” *Mind* 102□no.405□January 1993□□3□

[2] Anthony Downs□*An Economic Theory of Democracy* □New York□Harper & Row□1957□□5.

[3] Riker□*The Theory of Political Coalitions*□20□□□chap.36□n.17□.

[4] □□pp.153-154□

[5] Brian Forst and Judith Lucianovic□“The Prisoner’s Dilemma□Theory and Reality□” *Journal of Criminal Justice* 5□1977□□55-64.

[6] □□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□‘□□□’□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□“□□□□□□□□□□”□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□Nalebuff and Brandenburger□*Co-Opetition*□56-58.

[7] Introduction in Jon Elster□ed.□*Rational Choice* □New York□New York University Press□1986□□16.Green and Shapiro□*Pathologies of Rational Choice Theory*□20□□□chap.36□n.13□□□

[8] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□John Conlisk□“Why Bounded Rationality□” *Journal of Economic Literature* 34□no.2□June 1996□□670.

[9] Faruk Gul and Wolfgang Pesendorfer□“The Case for Mindless Economics□” in A.Caplin and A.Shotter□eds.□*Foundations of Positive and Normative Economics* □Oxford□Oxford University Press□2008□.

[10] Khurana□*From Higher Aims to Higher Hands*□□□Chapter 32□n.10□284-285.

[11] satisficing□□□□□□□□□□□□□□□

[12] Herbert A.Simon□“A Behavioral Model of Rational Choice□” *Quarterly Journal of Economics* 69□no.1□February 1955□□99-118.□□□□“Information Processing Models of Cognition□” *Annual Review of Psychology* 30□no.3□February 1979□□363-396.Herbert A.Simon and William G.Chase□“Skill in Chess□” *American Scientist* 61□no.4□July 1973□□394-403□

[13] Amos Tversky and Daniel Kahneman□“Judgment Under Uncertainty□Heuristics and Biases□” *Science* 185□no.4157□September 1974□□1124.□□□□

Daniel Kahneman□“A Perspective on Judgment and Choice□Mapping Bounded Rationality□” *American Psychologist* 56□no.9□September 2003□□697-720□

[14] “IRRATIONALITY□Rethinking thinking□” *The Economist*□December 16□1999□□□http□//www.economist.com/node/268946□

[15] Amos Tversky and Daniel Kahneman□“The Framing of Decisions and the Psychology of Choice□” *Science* 211□no.4481□1981□□453-458□“Rational Choice and the Framing of Decisions□” *Journal of Business* 59□no.4□Part 2□October 1986□□S251-S278.

[16] Richard H.Thaler□“Toward a Positive Theory of Consumer Choice□” *Journal of Economic Behavior and Organization* 1□no.1□March 1980□□36-90□“Mental Accounting and Consumer Choice□” *Marketing Science* 4□no.3□Summer 1985□□199-214.

[17] Joseph Henrich□Steven J.Heine□and Ara Norenzayan□“The Weirdest People in the World□” *Behavioral and Brain Sciences*□2010□1-75.

[18] Chris D.Frith and Tania Singer□“The Role of Social Cognition in Decision Making□” *Philosophical Transactions of the Royal Society* 363□no.1511□December 2008□□3875-3886□Colin Camerer and Richard H.Thaler□“Ultimatums□Dictators and Manners□” *Journal of Economic Perspectives* 9□no.2□209-219□A.G.Sanfey□J.K.Rilling□J.A.Aronson□L.E.Nystrom□and J.D.Cohen□“The Neural Basis of Economic Decisionmaking in the Ultimatum Game□” *Science* 300□no.5626□2003□□1755-1758.□□□□□□Angela A.Stanton□*Evolving Economics□Synthesis*□April 26□2006□Munich Personal RePEc Archive□Paper No.767□posted November 7□2007□□□http□//mpra.ub.uni-muenchen.de/767/□

[19] Robert Forsythe□Joel L.Horowitz□N.E.Savin□and Martin Sefton□“Fairness in Simple Bargaining Experiments□” *Game Economics Behavior* 6□1994□□347-369.

[20] Elizabeth Hoffman□Kevin McCabe□and Vernon L.Smith□“Social Distance and Other-Regarding Behavior in Dictator Games□” *American Economic Review* 86□no.3□June 1996□□653-660.

[21] Joseph Patrick Henrich et al.□“‘Economic Man’in Cross-Cultural Perspective□Behavioral Experiments in 15 Small-Scale Societies□” *Behavioral Brain Science* 28□2005□□813.

[22] Angela A.Stanton□*Evolving Economics□Synthesis*□April 26□2006□Munich Personal RePEc Archive□Paper No.767□posted November 7□2007□10.

[23] Martin A.Nowak and Karl Sigmund□“The Dynamics of Indirect Reciprocity□” *Journal of Theoretical Biology* 194□1998□□561-574.

[24] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□Herbert Gintis□“Strong Reciprocity and Human Sociality□” *Journal of Theoretical Biology* 206□no.2

□September 2000□□169-179□

[25] Mauricio R.Delgado□“Reward-Related Responses in the Human Striatum□” *Annals of the New York Academy of Sciences* 1104□May 2007□□70-88.

[26] Fabrizio Ferraro□Jeffrey Pfeffer□and Robert I.Sutton□“Economics□Language and Assumptions□How Theories Can Become Self-Fulfilling□” *The Academy of Management Review* 30□no.1□January 2005□□14-16□Gerald Marwell and Ruth E.Ames□“Economists Free Ride□Does Anyone Else□Experiments on the Provision of Public Goods□” *Journal of Public Economics* 15□1981□□295-310.

[27] Dale T.Miller□“The Norm of Self-Interest□” *American Psychologist* 54□no.12□December 1999□□1055□□□□Ferraro et al.□“Economics□Language and Assumptions□”14.

[28] “Economics Focus□To Have and to Hold□” *The Economist*□August 28□2003□□□http□//www.economist.com/node/2021010.

[29] Alan G.Sanfey□“Social Decision-Making□Insights from Game Theory and Neuroscience□” *Science* 318□2007□□598.

[30] □□Guido Möllering□“Inviting or Avoiding Deception Through Trust□Conceptual Exploration of an Ambivalent Relationship□” *MPIfG Working Paper* 08/1□2008□6□

[31] Rachel Croson□“Deception in Economics Experiments□” in Caroline Gerschlager□ed.□*Deception in Markets□An Economic Analysis* □London□Macmillan□2005□□113.

[32] Erving Goffman□*The Presentation of Self in Everyday Life* □New York□Doubleday□1959□□83-84.□□□□□□□□□□□□□□□□□□□□paltering□□□□□□□□□□□□□□□□□“□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□”□□□□□□□Frederick Schauer and Richard Zeckhauser□“Paltering□” in Brooke Harrington□ed.□*Deception□From Ancient Empires to Internet Dating* □Stanford□Stanford University Press□2009□□39.

[33] Uta Frith and Christopher D.Frith□“Development and Neurophysiology of Mentalizing□” *Philosophical Transactions of the Royal Society*□London 358□no.1431□March 2003□□459-473.□□□T.Singer□B.Seymour□J.O’Doherty□H.Kaube□R.J.Dolan□and C.D.Frith□“Empathy for Pain Involves the Affective but Not Sensory Components of Pain□” *Science* 303□no.5661□February 2004□□1157-1162□Vittorio Gallese□“The Manifold Nature of Interpersonal Relations□The Quest for a Common Mechanism□” *Philosophical Transactions of the Royal Society*□London 358□no.1431□March 2003□□517□Stephany D.Preston and Frank B.M.de-Waal□“Empathy□the Ultimate and Proximate Bases□” *Behavioral and Brain Scences* 25□2002□□1.

[34] □□□□□□□□□□□□□□□□□□□

[35] R.P.Abelson□“Are Attitudes Necessary□” in B.T.King and E.McGinnies□ eds.□*Attitudes□Conflict□and Social Change* □New York□Academic Press□1972□□ 19-32□□□□Ira J.Roseman and Stephen J.Read□“Psychologist at Play□Robert P.Abelson’s Life and Contributions to Psychological Science□” *Perspectives on Psychological Science* 2□no.1□2007□□86-97□

[36] R.C.Schank and R.P.Abelson□*Scripts□Plans□Goals and Understanding□ An Inquiry into Human Knowledge Structures* □Hillsdale□NJ□Erlbaum□1977□.

[37] R.P.Abelson□“Script Processing in Attitude Formation and Decision-making□” in J.S.Carroll and J.W.Payne□eds.□*Cognition and Social Behavior* □Hillsdale□NJ□Erlbaum□1976□.

[38] M.Lyons□T.Caldwell□and S.Shultz□“Mind-Reading and Manipulation—Is Machiavellianism Related to Theory of Mind□” *Journal of Evolutionary Psychology* 8□no.3□September 2010□□261-274.

[39] Philip Mirowski□*Machine Dreams□Economics Becomes Cyborg Science* □Cambridge□Cambridge University Press□2002□□424.

[40] Alan Sanfey□“Social Decision-Making□Insights from Game Theory and Neuroscience□” *Science* 318□no.5850□October 2007□□598-602.

[41] Stephen Walt□“Rigor or Rigor Mortis□”□□□chap.36□n.14□□

[42] Jonah Lehrer□*How We Decide* □New York□Houghton Mifflin Harcourt□ 2009□□227.

[43] George E.Marcus□“The Psychology of Emotion and Passion□” in David O.Sears□Leonie Huddy□and Robert Jervis□eds.□*Oxford Handbook of Political Psychology* □Oxford□Oxford University Press□2003□□182-221.

[44] □□1□□□2□□□□□Keith Stanovich and Richard West□“Individual Differences in Reasoning□Implications for the Rationality Debate□” *Behavioral and Brain Sciences* 23□2000□□645-665□□□□·□□□□□□□□□*Thinking Fast and Slow* □London□Penguin Books□2011□□□□□□□□□J.St.B.T.Evans□“In Two Minds□Dual-Process Accounts of Reasoning□” *Trends in Cognition Science* 7□no.10□October 2003□□454-459□“Dual-Processing Accounts of Reasoning□Judgment and Social Cognition□” *The Annual Review of Psychology* 59□January 2008□□255-278.

[45] Andreas Glöckner and Cilia Witteman□“Beyond Dual-Process Models□A Categorisation of Processes Underlying Intuitive Judgement and Decision Making□” *Thinking & Reasoning* 16□no.1□2009□□1-25.

[46] Daniel Kahneman□*Thinking Fast and Slow*□42.

[47] Alan G.Sanfey et al.□“Social Decision-Making□”598-602.

[48] Colin F.Camerer and Robin M.Hogarth，“The Effect of Financial Incentives，” *Journal of Risk and Uncertainty* 19，no.1-3（December 1999），7-42.

[49] Jennifer S.Lerner and Philip E.Tetlock，“Accounting for the Effects of Accountability，” *Psychological Bulletin* 125，no.2（March 1999），255-275.

[50] Daniel Kahneman，Peter P.Wakker，and Rakesh Sarin，“Back to Bentham？Explorations of Experienced Utility，” *The Quarterly Journal of Economics* 112，no.2（May 1997），375-405；Daniel Kahneman，“A Psychological Perspective on Economics，” *American Economic Review：Papers and Proceedings* 93，no.2（May 2003），162-168.

[51] J.K.Rilling，A.L.Glenn，M.R.Jairam，G.Pagnoni，D.R.Goldsmith，H.A.Elfenbein，and S.O.Lilienfeld，“Neural Correlates of Social Cooperation and Noncooperation as a Function of Psychopathy，” *Biological Psychiatry* 61（2007），1260-1271.

[52] Philip Tetlcok，*Expert Political Judgement* （Princeton，NJ：Princeton University Press，2006），23.

[53] Alan N.Hampton，Peter Bossaerts，and John P.O’Doherty，“Neural Correlates of Mentalizing-Related Computations During Strategic Interactions in Humans，” *The National Academy of Sciences of the USA* 105，no.18（May 6，2008），6741-6746；Sanfey et al.，*Social Decision-Making*，598.

[54] David Sally，“Dressing the Mind Properly for the Game，” *Philosophical Transactions of the Royal Society London B 358*，no.1431（March 2003），583-592.

[illegible] [illegible]

[illegible]

[illegible]

——[illegible]·[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]——[illegible]——[illegible]

[illegible]

[illegible]“[illegible]”[illegible][1][illegible]

[illegible]·[illegible]Gordon Wood[illegible][2][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][3][illegible]

[illegible]

[illegible]“[illegible]”[illegible][4][illegible]

[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]·[illegible]“[illegible]”[illegible]“[illegible]”[illegible][5][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]·[illegible]Timothy Crawford[illegible]“[illegible]”[illegible][6][illegible]

[illegible]1[illegible]2[illegible]

[illegible]

[illegible]1[illegible]1[illegible]“[illegible]”[illegible]mētis[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]coup d’oeil[illegible]“[illegible]”[illegible]“[illegible]”[illegible]Jon Sumida[7][illegible]“[illegible]”[illegible]“[illegible]”[illegible][8][illegible]

[illegible]·[illegible]“[illegible]”[illegible][9][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]mētis[illegible]1[illegible]

> ……[illegible]——[illegible]

[illegible]·[illegible]Bruce Kuklick[illegible][10][illegible]“[illegible]elementary political sense[illegible]”[11]

[illegible]1[illegible]2[illegible]

[illegible]2[illegible]1[illegible]

[illegible]·[illegible]“[illegible]”[illegible][12]

[illegible][13][illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]

[illegible]·[illegible]Charles Tilly[illegible][14][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][15]

[illegible][16][illegible]·[illegible]Daniel Raff[illegible][17][illegible]“[illegible]”[illegible][18][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][19]

[illegible]·[illegible]Nassim Taleb[illegible][20][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][21]

[illegible]·[illegible]·[illegible]1940[illegible]·[illegible]·[illegible]

“[illegible]”[22][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible][23][illegible]·[illegible]Francis Cornford[illegible]“[illegible]”[24]

[illegible]

[illegible][25]

[illegible][26]

[illegible]·[illegible]Avner Offer[illegible][27][illegible]“[illegible]”[illegible]1914[illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][28]

[illegible]1[illegible]

[illegible]1[illegible]2[illegible]

[illegible]2[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Jerome Bruner[illegible][29][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][30]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible][31][illegible][32][illegible]

[illegible]

[illegible]

[illegible]1[illegible]2[illegible]

[illegible]

[illegible]·[illegible]David Barry[illegible]·[illegible]Michael Elmes[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[33][illegible]

[illegible]·[illegible]Robert McKee[illegible][34][illegible][35][illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]

[illegible]*Poetics*[illegible]“[illegible]”[illegible]

□□□□□□□□□□□□□□□□□□□□□□□“□□□□□”□□□□□□□□□□□□□□□□□□□□□
□□□“□□□□□□□□□”□□□□□□□[36]

□□

□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□1921□□□□□□□□□□□□·□□□Albert Fall□□□□□□□□□□□□□□□□□□□□□□□□□Teapot Dom□□“□□□”□□“□□□□□□□□□□□□□□□□□□”□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□[37]□□□□□□□□□□□□□□□□□□·□□□Burton Wheeler□□□[38]

□□□□□□□□□·□□□□Jefferson Smith□□□□□□□□□□□□□□□·□□□□Frank Capra□□□□□□□□□□□□□□□□□□*Mr.Smith Goes to Washington*□□□□□□□□□□□□□□□□□□□□“□□□□□□”□Boy Rangers□[39]□□□□□□□□□□□□□□□□□□□□□□□□·□□□James Taylor□□·□□□Joseph Paine□□

[illegible]·[illegible]Clarissa Saunders[illegible]“[illegible]”[illegible]

[illegible]·[illegible]Sidney Buchman[illegible]“[illegible]”[illegible][40]

[illegible]“[illegible]”[illegible]PCA[illegible][41][illegible]·[illegible]Joseph Breen[illegible]“[illegible]……[illegible]”[illegible]“[illegible]”[illegible]grand yarn[illegible]“[illegible]”[illegible][42][illegible][43][illegible]·[illegible]·[illegible]“[illegible]”[illegible][44]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]——[illegible]”[illegible][45][illegible]

[illegible]“[illegible]”[illegible]“[illegible]”[illegible]“[illegible]”[illegible][46][illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]

[illegible]“[illegible]”[illegible]

[illegible]

[illegible]“[illegible]”[illegible]dues ex machine[illegible][illegible]“[illegible]”[illegible]

[illegible][47][illegible]

[1] Charles Lindblom[illegible]“The Science of ‘Muddling Through[illegible]’” *Public Administration Review* 19[illegible]no.2[illegible]Spring 1959[illegible]79-88.

[2] [illegible]

[3] Gordon Wood[illegible]“History Lessons[illegible]” *New York Review of Books*[illegible]March 29[illegible]1984[illegible]p.8[illegible]Review of Barbara Tuchman’s *March of Folly*[illegible].

[4] 1957[illegible]11[illegible]14[illegible]National Defense Executive Reserve Conference[illegible]*Public Papers of the Presidents of the United States*[illegible]*Dwight D.Eisenhower*[illegible]1957[illegible]National Archives and Records Service[illegible]Government Printing Office[illegible]p.818.[illegible]“[illegible]‘[illegible]’[illegible]”[illegible]

[5] Hew Strachan[illegible]“The Lost Meaning of Strategy[illegible]” *Survival* 47[illegible]no.3[illegible]2005[illegible]34.

[6] Timothy Crawford[illegible]“Preventing Enemy Coalitions[illegible]How Wedge Strategies Shape Power Politics[illegible]” *International Security* 35[illegible]no.4[illegible]Spring 2011[illegible]189.

[7] [illegible]

[8] Jon T.Sumida[illegible]“The Clausewitz Problem[illegible]” *Army History* [illegible]Fall 2009[illegible]17-21.

[9] Isaiah Berlin□“On Political Judgment□” *New York Review of Books* □October 3□1996□.

[10] □□□□□□□□□□□□□□□□□□□□

[11] Bruce Kuklick□*Blind Oracles□Intellectuals and War from Kennan to Kissinger* □Princeton□NJ□Princeton University Press□2006□□16.

[12] Hannah Arendt□*The Human Condition*□2nd revised edition□Chicago□University of Chicago Press□1999□□200.□□□□□1958□□

[13] Steven Lukes□*Power□A Radical View* □London□Macmillan□1974□.

[14] □□□□□□□□□□□□□

[15] Charles Tilly□“The Trouble with Stories□” in *Stories□Identities□and Social Change* □New York□Rowman & Littlefield□2002□□25-42.

[16] Naomi Lamoreaux□“Reframing the Past□Thoughts About Business Leadership and Decision Making Under Certainty□” *Enterprise and Society* 2 □December 2001□□632-659.

[17] □□□□□□□□□□□□□□

[18] Daniel M.G.Raff□“How to Do Things with Time□” *Enterprise and Society* 14□no.3□forthcoming□September 2013□.

[19] Daniel Kahneman□*Thinking Fast and Slow*□199□200-201 206□259□□□chap.38□n.44□.

[20] □□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

[21] Nassim Taleb□*The Black Swan□The Impact of the Highly Improbable* □New York□Random House□2007□□8.

[22] Joseph Davis□ed.□*Stories of Change□Narrative and Social Movements* □New York□State University of New York Press□2002□.

[23] Francesca Polletta□*It Was Like a Fever□Storytelling in Protest and Politics* □Chicago□University of Chicago Press□2006□□□□Chapter 27□n.1□166□

[24] Joseph Davis□ed.□*Stories of Change□Narrative and Social Movements* □New York□State University of New York Press□2002□.

[25] Dennis Gioia and Peter P.Poole□“Scripts in Organizational Behavior□” *Academy of Management Review* 9□no.3□1984□□449-459□Ian Donald and David Canter□“Intentionality and Fatality During the King’s Cross Underground Fire□” *European Journal of Social Psychology* 22□1992□□203-218.

[26] R.P.Abelson□“Psychological Status of the Script Concept□” *American Psychologist* 36□1981□□715-729.

[27] [illegible]

[28] Avner Offer□“Going to War in 1914□A Matter of Honor□” *Politics and Society* 23□no.2□1995□□213-241.Richard Herrmann□Michael Fischerkeller[illegible]“Beyond the Enemy Image and Spiral Model□Cognitive-Strategic Research After the Cold War□” *International Organization* 49□no.3□Summer 1995□□415-450[illegible]“□□□□”[illegible]“[illegible]”[illegible]James C.Scott□*Domination and the Arts of Resistance□Hidden Transcripts* □New Haven□CT□Yale University Press□1992□□Scott[illegible]“□□□□”[illegible]“□□□□”[illegible]

[29] [illegible]

[30] Jerome Bruner□“The Narrative Construction of Reality□” *Critical Inquiry*□1991□4-5□34.

[31] Christopher Fenton and Ann Langley□“Strategy as Practice and the Narrative Turn□” *Organization Studies* 32□no.9□2011□□1171-1196□G.Shaw□R.Brown□and P.Bromiley□“Strategic Stories□How 3M Is Rewriting Business Planning□” *Harvard Business Review* □May-June 1998□□41-50.

[32] Valérie-Inès de la Ville and Elèonore Mounand□“A Narrative Approach to Strategy as Practice□Strategy-making from Texts and Narratives□” in Damon Golskorkhi□et al.eds.□*Cambridge Handbook of Strategy as Practice* □chap.35□n.29□□13.

[33] David Barry and Michael Elmes□“Strategy Retold□Toward a Narrative View of Strategic Discourse□” *The Academy of Management Review* 22□no.2□April 1997□□437□430□432-433.

[34] [illegible]

[35] Robert McKee□*Story□Substance□Structure□Style□and the Principles of Screenwriting* □London□Methuen□1997□.

[36] Aristotle□*Poetics*□http□//classics.mit.edu/Aristotle/poetics.html.

[37] Laton McCartney□*The Teapot Dome Scandal□How Big Oil Bought the Harding White House and Tried to Steal the Country* □New York□Random House□2008□.

[38] [illegible]1939[illegible]Philip Roth□□□*The Plot Against America* □New York□Random House□2004[illegible]·[illegible]Charles Lindbergh[illegible]

[39] □□□□□□□8□12□□□□□□□□□□

[40] Michael Kazin□*American Dreamers□How the Left Changed a Nation* □New York□Vintage Books□2011□ □□□chap.25□n.51□□187□Charles Lindblom and John A.Hall□“Frank Capra Meets John Doe□Anti-politics in American National Identity□” in Mette Hjort and Scott Mackenzie□eds.□*Cinema and Nation* □New York□Routledge□2000□□□□□□Joseph McBride□*Frank Capra* □Jackson□University Press of Mississippi□2011□□

[41] □□□1938□□□□□□□□□□

[42] Richard Maltby□*Hollywood Cinema* □Oxford□Blackwell□2003□□278-279.

[43] Eric Smoodin□“‘Compulsory’Viewing for Every Citizen□Mr.Smith and the Rhetoric of Reception□” *Cinema Journal* 35□no.2□Winter 1996□□3-23.

[44] Frances Fitzgerald□*Way Out There in the Blue□Reagan□Star Wars and the End of the Cold War* □New York□Simon & Schuster□2000□□27-37.

[45] □□□□□□□□ http□//www.dailyscript.com/scripts/MrSmithGoesToWashington.txt□

[46] Michael P.Rogin and Kathleen Moran□“Mr.Capra Goes to Washington□” *Representations*□no.84□Autumn 2003□□213-248.

[47] Christopher Booker□*The Seven Basic Plots□Why We Tell Stories* □New York□Continuum□2004□.

[illegible]

[illegible]1994[illegible]·[illegible]Tim Barton[illegible]·[illegible]David McBride[illegible]·[illegible]Cammy Richelli[illegible]

[illegible]·[illegible]James Gow[illegible]·[illegible]Brad Robinson[illegible]“[illegible]”[illegible]Global Uncertainties[illegible]RCUK[illegible]ESRC[illegible]AHRC[illegible]·[illegible]Jeff Michaels[illegible]·[illegible]Ben Wilkinson[illegible]

[illegible]30[illegible]KCL[illegible]·[illegible]·[illegible]Brian Holden Reid[illegible]·[illegible]Christopher Dandeker[illegible]·[illegible]Mervyn Frost[illegible]·[illegible]Theo Farrell[illegible]·[illegible]·[illegible]Jan Willem Honig[illegible]·[illegible]John Stone[illegible]·[illegible]Limor Simhony[illegible]·[illegible]Sarah Chukwudebe[illegible]

[illegible]——[illegible]·[illegible]Beatrice Heuser[illegible]·[illegible]Bob Jervis[illegible]·[illegible]Rob Ayson[illegible]·[illegible]Dick Betts[illegible]·[illegible]Stuart Croft[illegible]·[illegible]Pete Feaver[illegible]·[illegible]Azar Gat[illegible]·[illegible]Carl Levy[illegible]·[illegible]Albert Weale[illegible]·[illegible]Nick Wheeler[illegible]Sam[illegible]Linda[illegible]·[illegible]·[illegible]

[illegible]Judith[illegible]“[illegible]”[illegible]“[illegible]”[illegible]40[illegible]

□□

Abelson，Robert，598-599，619

Abernathy，Ralph，363

Abernathy，William，528

Adams，Scott，552-553

Addams，Jane

compared to Follet，466-467

on conflict，313-314

Du Bois and，351

Fellowship of Reconciliation（FOR）and，354

First World War and，316

Hull House and，310-313，315

Progressivism and，313

Pullman strike and，313-314

Tolstoy and，310-311

on urban life，311，313

Aeneid，The（Virgil），22，24-25，42

Afghanistan，222，235

Agincourt，Battle of，48-49

Agnew，Spiro，441

Ailes，Roger，439，450

air power，theories of，125-128，131，138，158，208

al-Qaeda，222-225，234-235

Albany，Georgia（US），362-363

Alexander I（Tsar of Russia），78-80，101，143

Alexander II（Tsar of Russia），266，277

Alexander the Great，505-506

Algeria，188-189

Ali，Mohammed，393

Alinsky，Saul

biography of，378

Catholic Church and，380

Chávez and, 387

community organizing and, 379-385, 387-389

criminology and, 379, 680n32

Democratic presidential candidates and, 455

Industrial Areas Foundation and, 381

King Jr. and, 388-389

labor unions and, 380-381

Lewis and, 381

liberals and, 381-382, 384

New Left and, 388, 408-409

protest tactics and, 383-384

radicals and, 381-384

rules for radicals and, 382-383, 408

Allenby, Edmund, 182

America Can be Saved (Falwell), 444

American Civil War, 109-112, 262

American Federation of Labor, 381, 386

American War of Independence，178，232

anarchism

Bakunin and，251，269-273，276，287-288，392

Conrad’s depiction of，278

Luxemburg and，288

political strikes and，287-288

reluctance to take power and，280

Spain and，279

syndicalism and，279

terrorism and，276-279

Tolstoy on，310

Andrews，Kenneth，499-500，521

Ansoff，Igor，498，500-504，519，521，539

ants，6

Arab rebellion（1916），181-182

Arab Spring（2011），230-231，412

Arab-Israeli War（1973），199

Archidamus, 33

Arendt, Hannah, 392, 403, 614

Aristotle, 623

Arminius, Jacobus, 55-56

armored warfare, theories of, 129-132

Arms and Influence (Schelling), 166-167

Armstrong, Helen, 558

Aron, Raymond, xv

Arquilla, John, 229-230, 431

Arrow, Kenneth, 577

Art of Manipulation, The (Riker), 588

Art of War (Jomini), 84-85

Art of War, The (Machiavelli), 51

Art of War, The (Sun Tzu), 44-45, 509-510. *See also* Sun Tzu, strategic theories of

Association of Licensed Automobile Manufacturers (ALAM), 479

asymmetric wars, 220-225, 227

Atē, 29

Athens, 30-38, 46-47, 72

Athos, Tony, 545

Atlanta Compromise, 350

atomic weapons. *See* nuclear weapons

Attila the Hun, 506

attrition warfare

Boyd on, 199

compared to maneuver warfare, 201, 206, 209, 242

Delbrück on, 108-109, 180, 204, 289, 332

Liddell Hart and, 138

Luttwack on, 203

negotiations and, 243

Atwater, Lee

on Baby Boomers, 447-448

Machiavellian approach of, 445

media strategies of, 446-448

Southern strategies of, 447, 452

Sun Tzu and, 445-446

Willie Horton political ads and, 448

Augustine of Hippo, 55

Austerlitz, Battle of, 78, 100

Austria, 78-80, 93, 105, 254-255

Axelrod, David, 453

Axelrod, Robert, 584-586

Ayers, Bill, 455

Bach, Lee, 517

Bachrach, Peter, 373

Baker, Ella, 361

Bakunin, Mikhail

anarchism and, 251, 269-273, 276, 287-288, 392

biography of, 268-269

First International and, 270-271

general strikes and, 287-288

Herzen and, 268-269

Marx and, 268, 270-272, 276, 474

Nechayev and, 276

on the Paris Commune, 271-272

on philosophy of history, 273-274

propaganda of the deed and, 275-276

on revolutionaries, 273-276

Baldwin, Stanley, 126

Baratz, Morton, 373

Barnard, Chester, 471-473, 543, 563, 566

Barnouw, Jeffrey, 28

Barry, David, 622-623

Barthes, Roland, 428

Bassford, Christopher, 86

Batista, Fulgencio, 399

Battle of Britain (1940), 140

Battle of France (1940), 199, 210, 617

Battle of the Atlantic□140

Baxter□Leone□437-438

Beaufre□André□193-194

Bebel□August□284

Becker□Gary□576

Beinhocker□Eric□540

Belgium□113-114□123□139

Bell□Daniel□405

Bell□The□Herzen□□266

Benn□William Wedgewood□348-349

Bergson□Henri□328

Berle□Adolf□489-490□492□526

Berlin□Germany□□172-174

Berlin□Isaiah□98□101□265□307□613-614

Bernard□Jessie□153

Bernays□Edward□340-343□4l4□432

Bernstein□Eduard□284-285

Berra, Yogi, 575

Bethlehem Steel, 463

Betts, Richard, 139-140

Bible, The

Aaron in, 13-15

Adam and Eve in, 11-12, 56-57

Book of Revelation in, 57

David and Goliath in, 10, 19-21, 617

Exodus story in, 10, 12-17, 21, 57

Garden of Eden account in, 11-12

Gibeonites in, 18

Gideon in, 18-19

God’s role in human conflicts in, 10-21, 57

Israelites in, 12-20

Jacob in, 11, 13

Job in, 56

Joshua in, 17-18

Moses in, 13-17, 21

Pharaoh in, 13-17, 21

Philistines in, 19-21

Rahab in, 17

Samuel in, 20

Satan in, 56-57

Saul in, 19-20

Ten Plagues account in, 13-17

biē (strength), 23, 25, 42

bipolar strategy, 204

Birmingham, Alabama (US), 362-364

Bismarck, Otto von, 103, 106

Black Panthers, 394-395, 403-405

Black Power movement, 393-394

Blake, William, 57

Blanqui, Louis-Auguste, 251, 263, 271

blitzkrieg strategy, 139, 199-200, 210, 225, 617

Blumenthal, Sidney, 449

Bolsheviks, 180, 289, 292, 294, 296, 298, 466. *See also* Lenin, Vladimir Ilych

Bonaparte, Louis-Napoleon, 258, 271

Bonaparte, Napoleon

French Revolution and, 249

influences on, 45, 76

Jomini on, 83-84

legacy of, 505-506

military strategies of, 70, 75-78, 93, 95, 109-111, 237, 613

personality cult of, 97

political objectives of, 93

Russia campaign of, 78-83, 90, 209

Spain campaign of, 90

Tolstoy’s depiction of, 99-100, 617

Bond, Brian, 95, 138

Book of Five Rings, The (Musashi), 510

Borodino，Battle of，79-83，93，99

Boston Consulting Group（BCG），498，507，511，519-520，544，707n4l

bounded rationality，544，592

Boyd，John

attrition warfare and，199

on Battle of France（1940），199，617

on maneuver warfare，199，216

OODA loop（observation，orientation，decision，action）and，196-199，217，451，511-512

strategic theories of，196-203，212-213，216，225-226，548

Brams，Steven，11

Brandeis，Louis，464-465

Brandenburger，Adam，523，710n6

Breen，Joseph，625

Brodie，Bernard，146-147，150，156，160-161，168，192，194

Bronowski，Jacob，151

Brown v.Board of Education，357

Brown，H.Rap，394

Brown，James，543

Brown，Pat，442

Bruner，Jerome，621

Buchman，Sidney，625

Bull，Hedley，149-150，167

Bundy，McGeorge，173，176-177

Bungay，Stephen，562，570

Burdick，Eugene，187

bureaucracy，Weber on，302-303，322，368，370，459，551，609

Bureaucratization of the World（Rizzi），334

Burgess，Edwin，378-380

Burnham，James，334-335，491-492，674n26

Bush，George H.W.，446，448-449，451-452

Bush，George W.，222，224，433

business management

agency theory and, 525-528

competition and, 518—524, 536-539, 608

criticism of quantitative emphasis in, 528-530

definitions of, 460-461

deliberate versus emergent strategies, 554-555

deregulation's impact on, 548-549

as domination, 557-560

education regarding, 461-462, 516-518

efficient market theory and, 526-527

emphasis on narrative in, 563-567

finance strategies and, 530

Follet on, 466-468

Ford Foundation and, 516-517

Galbraith on, 492

"gurus" and, 561

halo effect and, 569-570

human relations school of, 468-473, 483, 543

information and communications technology and，543

key performance indicators（KPIs）and，562

learning organizations and，556-557

military strategy and，505-512，537-538，540

planning and，493，500，502-505，518，550，559，570

postmodernism and，557-558

proliferation of strategies in，561-563

psychological aspects of，470，472

“scientific management” and，464-465

stockholders and，492，530

Taylorism and，462-466，468

theories of power and，557-559

business process reengineering（BPR），532-536，561

Byrne，Richard，5

Caddell，Pat，449

Calvin，William，429

Calvinism，55-56

Calwell，C.E.，181

Campaigns Inc.，437-438

Camus，Albert，371，374，397

Capone，Al，378-379，680n32

Capra，Frank，624-626

Caproni，Gianni，125

Carey，John，63-64

Carmichael，Stokely，393-396，410

Carnegie Institute of Technology’s Graduate School of Industrial Organization（GSIA），517

Carnegie，Andrew，476

Carnot，Lazar，76-77

Caro，Robert，446

Carter，Chris，559

Carter，Jimmy，443-444，447-449

Carville，James，433，450-451

Castro，Fidel，399-402

Catechism of a Revolutionary（Nechayev），276

Cebrowski, Arthur, 217

Celler-Kefauver Act, 497

center of gravity concept (*Schwerpunkt*), 91-92, 205-209, 239, 243-244

Chamberlain, Neville, 141

Champy, James, 530, 533-534, 536

Chandler Jr., Alfred, 492, 496-498, 539, 545, 559, 608

chaos theory, 198, 658n11

Charles X (King of France), 254-255

Chávez, Cesar, 385-387

Chekhov, Anton, 554

Chernyshevsky, Nicholas, 266-267, 290

Chevrolet. *See under* General Motors

Chia, Robert, 556-557

Chicago, Illinois,

1968 Democratic Convention protests in, 406-408, 417

Back of the Yards Neighborhood Council in, 380

civil rights campaigns in, 354-355, 388-389

community organizing in, 379-380, 382, 387-388

Hull House and, 310-313, 315

immigrant populations in, 312, 314

labor unions in, 380

organized crime in, 378

Pullman strike in, 313-315

sociological studies of, 315, 378-380

stockyards and slaughterhouses in, 312, 379-380

University of, 315, 355, 379-380, 672n39, 672n41

Weber on, 312

Chicago (Sandburg), 300

Chicago School (economics), 515-516, 576, 580

Chimpanzee Politics (de Waal), 4

chimpanzees, behavioral studies of, 3-8

China

Communist Party in, 183-185

Cultural Revolution in, 424

guerrilla warfare in，183-186

Japanese occupation of，183-184，186

Kuomintang（nationalists）in，183-184

Second World War and，183-184，186

Warring States period in，44

Chomsky，Noam，403

Chong，Dennis，586-587

Christian Coalition，452

Chrysler，481-482，489

Churchill，Winston，118，139-144，170，244，614，648n14

Civil Disobedience（Thoreau），347

Civil War in France，The（Marx），271

civilian-military relationships，241-243

Class Struggles in France（Marx），258，281，286

Clausewitz，Carl von

on center of gravity concept（*Schwerpunkt*），91-92，205-209，243-244

on coalitions, 90-92

Engels on, 262

on force, 89-90

on friction, 87-89, 93, 164, 211-212, 540

guerrilla warfare and, 179

Jomini and, 85

legacy of, 94, 106, 108, 117-118, 135-136, 160, 170, 181, 203-204, 221, 237, 250, 252-253, 262, 445, 504, 507-508, 608

Liddell Hart on, 135-136, 204

Marx and Engels and, 252

on military intelligence, 89, 228

military strategies of, 85-94, 118-119, 237, 240, 250, 426, 504, 507-508, 540, 6l3, xii

Napoleonic Wars and, 82-83, 90-91, 237, 617

on planning, 88-89, 641n21

on politics, 86-88, 92-94

on popular passions, 97

Tolstoy’s response to, 98

on victory, 92-94, 209, 240

von Moltke, the elder, and, 102-104

Clay, Cassius. *See* Ali, Mohammed

Clay, Jenny Strauss, 26

Cleaver, Eldridge, 403

Clegg, Stewart, 559

Clifford, Clark, 447

Clinton, Bill, 434, 450-453

Clinton, Henry, 232

Clinton, Hillary, 453, 455

Co-opetition (Nalebuff and Brandenburger), 523, 710n6

coalitions

Carmichael on, 296

Clausewitz on, 90-92

game theory and, 582-583

Hayden on, 376, 380

Napoleonic Wars and，90-91，115

Peloponnesian War and，30，32-35

Riker on，581-583

Rustin on，395

Second World War and，141-143

Coast of Utopia，The（Stoppard），265

cognition，hot and cold forms of，598-599

Cohen，Eliot，141，214

Cold War

Berlin blockade crisis and，172-174

communication during，167，173

Cuban missile crisis and，173-176，190

deterrence theory and，158-159，165，192

nuclear weapons and，156-159，167-168

origins of term，145，649n2

Cologne Workers Council，257-258

Columbia University protests，403-405

Command in the Air (Douhet), 125-126

Committee on Public Information (CPI, United States), 337, 340

communism. *See also* Lenin, Vladimir Ilych; Marx, Karl; Soviet Union

origins of, 250, 254

permanent revolution and, 256

Spanish Civil War and, 279

Communist International. *See* Third International

Communist League, 254, 262

Communist Manifesto, The (Marx and Engels), 254, 256-257, 260-261, 270, 329

compellence theory, 163, 190-191

Competitive Advantage (Porter), 522

complexity theory, 197-198

Concept of the Corporation, The (Drucker), 493-495

Condition of the Working Class in England, The (Engels), 252

Confederación Nacional del Trabajo (CNT), 279

Conger，Jay，564

Congress of Industrial Organizations（CIO），381，386，487

Congress of Racial Equality（CORE），355

Congress of Vienna，249，255

Congress Party（India），349

Connor，Eugene “Bull，”362-363，389

Conrad，Joseph，278

“Contract with America”（Gingrich and Luntz），434

conventional wisdom（Galbraith），418-419

Copernican Revolution，419

Corbett，Julian，115，118-120，135

Cornford，Francis，618

Corp，Nadia，5

Corporate Strategy（Ansoff），498，500

corporate strategy revolution，498-499

counterinsurgency

Afghanistan and，231

Algeria and, 188-189

“hearts and minds” approach to, 188-189, 232-233, 615

Iraq War and, 223-225, 231

Malaya and, 188

theories of, 188-191, 224, 232-235, 241, 247, 615

Vietnam War and, 187-192, 207, 221

Couzens, James, 480

Cowles Commission, 515-516

Crawford, Timothy, 612

creationism, 422-423, 686nl9. *See also* intelligent design

Creely, George, 337

Crimean War, 97-98

Cromwell, Oliver, 58-59

Crowd, The (Le Bon), 326-327

crowd psychology. *See also* mass publics, propaganda

Bernays’s view of public opinion and, 340-343, 414

Freudian concepts and, 340

Fuller on，131-133

Lawrence and，182

Le Bon on，128，131-132，326-327，336，467

Liddell Hart on，138

Lippman’s view of public opinion and，337-339，341，414

management theory and，473

Niebuhr on，353

Park on，336-337

Tarde on，336

Trotter on，340

Crystallizing Public Opinion（Bernays），340-341

CSC Index，533-536

Cuba

missile crisis in，173-176，190

revolution and revolutionary legacy of，372，398-404

culture-centric warfare，231

cumulative strategies，195

cyberwarfare, 229-230

Dahl, Robert, 372-373

Daley, Richard, 389, 407

Darwin, Charles, 3, 6

Darwinism on Trial (Johnson), 421-422

Davenport, Thomas, 534-535

Davis, Jefferson, 111

De Re Militari (Vegetus), 47

de Waal, Frans, 4-5, 7

Debray, Regis, 402, 404

Decisive Wars of History, The (Liddell Hart), 136

Delbrück, Hans

on attrition warfare, 108-109, 180, 204, 289, 332

on Clausewitz, 204

on First World War, 124

on maneuver warfare, 205

political activity of, 302

Rosinski and, 195

Delian League, 30, 32

deliberate strategies, 554-556

Democratic Party (United States). *See also individual politicians*

1968 Convention of, 406-408, 417

political communication strategies and, 434-435, 441, *448-455* deterrence theory. *See under* Cold War, nuclear weapons

Detienne, Marcel, 28, 43

Dewey, John

cause-effect relationships and, 320

democracy and, 318-319, 338, 371, 467

Du Bois and, 351

educational philosophy of, 316

First World War and, 316

Hull House and, 315

League for Industrial Democracy and, 367

legacy of，371-372，374

political philosophy of，315-316

pragmatism and，317-319

Pullman strike and，315

on social reform，316

Tolstoy and，318

University of Chicago and，315

Weber and，318-319

“Dilbert”（Adams），552-553，705n23

directive strategies and，195

Discipline of Market Leaders，The（Treacy and Wiersema），535-536

Discourse on Winning & Losing（Boyd），196

discourse traps，235

Disney Studios，565

Doctor Strangelove（Kubrick），160

Donham，Wallace，469-470

Douhet，Giulio，125-129，646n4

DowdingHugh126-127

DownsAnthony577589

DresherMelvin154

Dreyfus Affair336

DruckerPeter

on business process reengineering533

General Motors and493-495

on “gurus”548

on the management class493

management theories of491493-496498546608

on planning493-494

on scientific management464493

on workers495

Du BoisW.E.B.350-352

Du PicqArdant112

DühringEugen284

DukakisMichael445-446448-451

Dulles, John Foster, 157-158

DuPont family, 484, 495-497

Durant, William, 484

Durkheim, Émile, 300, 670n1

Dylan, Bob, 404

Eastman Kodak, 382-384

Eccles, Henry, 194

Echevarria, Antulio, 86-87

Economic Research and Action Project, 376

Economic Theory of Democracy (Downs), 577

economics, academic discipline of behavioralism, 576-577, 593

business management's incorporation of, 516-517, 519, 540-541

Chicago school and, 515-516, 576, 580

compared to other social sciences, 517-518

Cowles Commission and, 515-516

foundation funding for, 576

game theory and，514-515

industrial organization and，520

rational market theory and，526

strategic management and，513

Eighteenth Brumaire of Louis Napoleon （Marx），258-259，283

Einstein，Albert，575

Eisenhower，Dwight，150，157-158，502，609-610

Eisner，Karl，305

Elements of Pure Economics （Walras），323

Elmes，Michael，622

Elster，Jon，591

Emancipation Proclamation，111

emergent strategies，554-555，566

Emerging Republican Majority，The （Phillips），440

Engels，Friedrich

on American Civil War，262

Communist Manifesto and，256-257，260-261，270，329

disappointments of, 268

on electoral politics, 281-283, 285

on general strikes, 287-288

on guerrilla warfare, 180, 187

on insurrection strategy, 263-264

on military affairs, 261-262, 282

on petit bourgeoisie, 260

political theories of, 252, 254-255, 258, 272, 281-283, 286

Social Democratic Party (SPD) Germany, and, 281-282

“Engineering of Consent” (Bernays), 341

England, Hundred Years’War and, 48-49. *See also* Great Britain

Enlightenment, The, xii, 72-73, 77, 249, 308, 609

Enron, 531, 550-551

Equal Employment Opportunities Commission, 409

Erfurt Program, 284

Ermattungsstrategie (strategy of exhaustion), 108-109

escalation，94，170-171，176，652n44

Essai général de tactique（Guibert），73

Essay on Liberation（Marcuse），399

Etudes sur le combat（Du Picq），112

Evolution of Cooperation，The（Axelrod），584-585

Evolutionary Socialism（Bernstein），285

ExComm（Cuban missile crisis），174

Fabian Society，313

Fall，Albert，624

Falwell，Jerry，444，452

Fanon，Frantz，392

Farmer，James，354-355，361

Fathers and Children（Turgenev），266

Fawkes，Guy，65

Fear of Freedom（Fromm），369

Fellowship of Reconciliation（FOR），354-356

Feminine Mystique，The（Friedan），409

feminism. *See* women's liberation

Ferdinand, archduke of Austria, 278

Ferguson, Alan, 173

Field Manual 100-5, Operations, 200

Field Manual 90-8 Counterguerrilla Operations, 201

First International, 269-270, 295

First World War

air power in, 124-129, 647n11

Arab rebellion (1916) and, 181-182

Archduke Ferdinand assassination and, 278

France and, 114, 123-125, 127, 131

Germany and, 114, 123-125, 127, 130-131, 210, 333, 619-620

Great Britain and, 114, 118, 123-125, 130-131, 182

naval warfare in, 120, 123

First World War (*Cont.*)

pacifism and, 347

propaganda in, 337, 339

Russian Empire and，123-124，296

socialists’response to，295

tank warfare in，124，129-130

United States and，123-125，337

Fisher，Franklin，528-529

Flacks，Dick，375-376

Flint，Michigan，sit-down strike，381，487-489

Flood，Merrill，154

Florence，Italy，，50

FMFM-1，U.S.Marine Corps，，201

Foch，Ferdinand，112

foco，Guevara’s concept of，400-402

Follet，Mary Parker，466-470，473

Ford Foundation，513，516-517，576

Ford Ⅱ，Henry，501

Ford Motor Company

antitrust case against，489

competitors to, 481-482, 484-486

labor relations and, 479-483

mass market strategy of, 479-480, 486

mass production strategies of, 480, 483

Model T and, 479, 485-486, 519

“Whiz Kids” and, 501-502

Ford, Edsel, 482, 501

Ford, Gerald, 441-443

Ford, Henry. *See also* Ford Motor Company

early business career of, 478-*479*

management strategies of, 481-483, 486

successors to, 501

Taylorism and, 483

Forman, James, 377

Forrest, Nathan B., 108

Fortune Magazine, 491

Foucault, Michel

discourse and，426-427，430

epistemes and，424

Kuhn and，424

New Left and，426-427

power systems and，424-427，558-559

sexuality and，423-424

strategy and，425-427

Foundations of the Science of War，The（Fuller），132

fourth-generation warfare，225-227

Fox，Justin，526

framing

concept of，39，415-416，418

decision-making and，593

political communication and，422，434-436，454，461，593，615

France

air power and，127

Algeria and，188-189

Dreyfus Affair in，336

Fifth Republic and，403

First World War and，114，123-125，127，131

Franco-Prussian War and，105-106，112，274-275

Hundred Years’War and，48-49

Napoleonic Wars and，78-81，116

naval power and，116

New Left and，403，428

Revolution of 1848 in，254-256

Second Republic of，258-259

Second World War and，139-143，199，210，617

student protests in，403

Third Republic of，271

Vietnam and，186，188

Franco-Prussian War（1870），102-103，105-107，112

Franco，Francisco，142，279

Frankfurt Institute for Social Research（“Frankfurt School”），372，399，415

Frazier，Franklin，351

Frederick the Great（Frederick I，King of Prussia），75-76，84，109

Frederick William（crown prince of Prussia），106-107

Free Speech Movement（Berkeley），366，406

free trade，96-97

free-rider problem，583-584，595-597

Freedom is an Endless Meeting（Polletta），377

French Revolution

levée en masse conscription and，76，425

Marx and，259，617

military impact of，70，240

populist aspects of，97

professional revolutionaries and，249-250

Freud，Sigmund，339-340，602

Friedan，Betty，409

Friedman，Milton，515-516，526

Fromm，Erich，369

Frontinus, 43, 64, 72

Fujisawa, Takio, 567

Fuller, John Frederick Charles “Boney”

on crowd psychology, 131-133

Liddell Hart and, 134-135, 137-138

military strategies of, 129-130

Plan 1919 and, 130

Functions of the Executive, The (Barnard), 471

Future of Industrial Man, The (Drucker), 493

Gaither, H.Rowan, 516-517, 576

Galambos, Louis, 498

Galbraith, John Kenneth, 418-419, 491-492, 501

Gallup, George, 437

Galula, David, 188-189, 224

game theory. *See also* rational choice theory

The Bible and, 11

coalitions and, 582-583

cooperation and，584-587

economics and，514-515

Fortune magazine and，495

free-rider problem and，583-584，595-597

limits of，514-515，528-529，580-581，605-606

minimax solution and，151-153，155，165，582

nuclear weapons and，155

origins of，151-153

prisoner’s dilemma and，154-155，585-586，590，596

RAND Corporation and，161-162，513

Schelling and，160-162，166-167，515，529，585

Games and Decisions（Luce and Raiffa），161-162

Gamson，William，582

Gandhi，Mohandas

assassination of，350

Du Bois and，351

Indian independence movement and，348-350

King Jr. and, 358-360

nonviolent direct action and, 348-351, 354-355, 358-359, 385, 412

pacifism and, 347, 352

satyagraha and, 348, 355

Thoreau and, 347, 675n4

Tolstoy and, 347-348

United States and, 351-352

Gantt, Henry, 464

Ganz, Marshall, 387

Garibaldi, Giuseppe, 179

Garstka, John, 217

Gat, Azar, 9, 126

gay liberation, 411

Gay, Edwin, 462

Gekko, Gordon (*Wall Street*), 508

Gell-Mann, Murray, 197

General Electric, 442, 494, 498, 503-504

General German Workers'Association, 284

General Motors

antitrust issues and, 489, 494-495, 497

Chevrolet and, 486, 488-489, 495, 497

as competitor to Ford, 481-482, 484-486

Drucker and, 493-495

Flint sit-down strike and, 381, 487-489, 495

labor relations and, 487-490, 495

Sloan's management of, 483-486, 496-498

Toyota and, 523

general strikes, 287-289

geopolitics, concept of, 120-122

German Confederation, 255

German Democratic Party, 304

German Federation, 255

German Ideology, The (Marx and Engels), 252

Germany. *See also* Prussia

air power and, 124, 139, 143, 157-158

Berlin blockade crisis in, 172-174

Federal Republic of, 211

First World War and, 114, 123-125, 127, 130-131, 210, 333, 619-620

National Assembly in, 263-264

naval power and, 116-117

Revolution of 1848 in, 255, 257-259, 261

Schlieffen Plan and, 113

Second World War and, 134, 139-143, 157-158, 199, 210, 213

socialist revolutionary failures in, 298, 305

Gerth, Hans, 372

Ghamari-Tabriz, Sharon, 147

Ghoshal, Sumantra, 529-530

Giap, Vo Nguyen, 186-187, 191-192, 401

Gilbert and Sullivan, 69

Gilbreth, Frank and Lillian, 464

Gingrich，Newt，434

Ginsberg，Allen，405-408，683n48

Gitlin，Todd，368，388，412-413，417-418

Gladstone，William，73

Gödel，Kurt，197

Goebbels，Joseph，333，340

Goethe，Johann Wolfgang von，321

Goffman，Erving，415-416，418，593

Goldwater，Barry，439

Goodall，Jane，7-8

Gore，Al，448，532

Gorgias，36

Gorrell，Nap，125，130

Gottschalk，Andreas，257，26l

Graham，Billy，449

Gramsci，Antonio

civil society and，329-332

hegemony and，329-333，415，418

Italian Communist Party（PCI）and，328，332-333

Machiavelli and，330

Marxism of，331

military analogies of，331-332

on political party organization，330-331

Grant，Ulysses S.，111，506

Gray，Colin，192，237-238，244

Great Britain

air power and，124-125，157-158

American War of Independence and，232

First World War and，114，118，123-125，130-131，182，647n11

free trade and，96

general strike in，287

Indian independence movement and，348-349，354

Liberal Party in，345

Malaya and，188

Napoleonic Wars and116

naval power and115-121

Second World War and134139-144147157-158349648nl4

suffragette movement in344-346

Great Depression334441482

Great War. *See* First World War

GreenDonald581

GreenbergStanley433

GreeneGraham187

GreggRichard352355358412

growth-share matrix519—520

guerrilla warfare

American War of Independence and178

anti-colonial revolts and181-182240

Arab revolt 1916 and181-182

China and183-186

Clausewitz on179

Engels on, 179-180, 187

Lawrence and, 181-182, 227

Lenin on, 180

Liddell Hart on, 183

Mao and, 183-186, 191-192, 227, 400

Napoleonic Wars and, 179-180, 240

Peters on, 227

Russian Civil War and, 180

Spain and, 179-180, 240

strategic impact of, 179-180, 227

Trotsky on, 180

Vietnam and, 186-187, 191-192, 221

Guess Who's Coming to Dinner (film), 431

Guevara, Che, 188, 399-402, 404

Guibert, Jacques Antoine Hippolyte Comte de, 73, 76

Gulf War (1991), 214-215, 217-219

Gunpowder Plot (1605), 59, 65

Hadley，Arthur，449

Haig，Douglas，112

Halifax，Lord，140

Halleck，Henry，109-110

halo effect，569-570

Hamel，Gary

on deregulation，548-549

Enron and，550-551

Honda and，568

incorporation of Alinsky by，549-550

incorporation of King Jr. by，551

management theories of，548-550，556，568

Hamilton，Charles，393，395-396，449

Hammer，Michael，533-534

Hammes，Thomas X.，226

Handy，Charles，556

Hanisch，Carol，410

Hanna, Mark, 438

Hanson, Victor Davis, 47

Harvard Business School, 461-462, 469-470, 517-518

Haushofer, Karl, 122

Hawthorne Studies (Mayo), 469-471

Hayden, Casey, 410

Hayden, Tom

Alinsky and, 388

campus protests and, 404

Chicago Democratic Convention protests (1968) and, 407

Hayden, Tom (*Cont.*)

community organizing and, 376-377, 380

Cuba and, 403

Mills and, 374-375

Port Huron Statement and, 367-368, 374-375

Vietnam War and, 397, 403

Hayek, Friedrich, 503, 516

Hayes, Robert, 528

"hearts and minds" counterinsurgency approach, 188-189, 232-233, 615

Hegel, Georg Wilhelm Friedrich, 252

hegemony, Gramsci's notion of, 329-333, 415, 418

Heisenberg, Werner, 197

Hemingway, Ernest, 400

Henderson, Bruce, 507, 519, 521, 544

Henderson, Lawrence, 471

Henri (duke of Rohan), 48

Henry V (King of England), 48

Henry V (Shakespeare), 64-65

heresthetics, 587-588

Herzen, Alexander, 265-269

heuristics, 593, 600

Heuser, Beatrice, 47-48, 72-73

hippies, 405-406

Hiroshima, atomic bombing of, 143, 156, 217

Hitch, Charles, 149

Hitler, Adolf

“big lie” and, 333

Great Britain and, 142

Second World War and, 139-140, 142-143, 210, 213, 334

Soviet Union and, 142, 213, 334

United States and, 142-143

Hoffman, Abbie, 406

holistic view of strategy, 238-239

Holmes, Terence, 641n21

Holt, Robin, 556-557

Holub, Miroslav, 566

Homans, George, 471

Homer, 22-27, 29, 40, 42

Honda, 566-569, 617, 707n41

Honda, Soichiro, 567

Honig, Jan Willem, 48-49

Horton，Willie，448，450

Hough，Jill，463

Houser，George，355

Howard，Michael，86，204，207

Hugo，Victor，255，668n27

Hull House，310-313，315

human brain，studies of，5-6，592，601-602

human relations school of management，468-473，483，543

Human Side of Enterprise （McGregor），543

Hume，David，589

Humphrey，Hubert，406-407

Hundred Years War，48-49

Hungary，298

Hussein，Saddam，215，219，222

I，Governor of California and How I Ended Poverty （Sinclair），437

Iklé，Fred，238

Iliad, The (Homer)

Achilles in, xii, 22-23, 25-27

Agamemnon in, 25-26

Athena in, 24-26

Cassandra in, 25

Hector in, 26

Laocoön in, 25

Odysseus in, 22-26, 42, 613, 617

Paris in, 26

Patroclus in, 25-26

Priam in, 24-25

Sinon in, 24-25

Trojan horse, 24-25

Trojans in, 24-26, 42

In Search of Excellence (Peters and Waterman), 545-547

India, independence movement in, 347-350, 354-355

Industrial Areas Foundation, 381

industrialization

military impact of, 111, 115, 121, 130

military targets and, 125, 129

information operations

changing others’ perceptions and, 228

communications strategies and, 233-235, 241

culture-centric warfare and, 231

cyberwarfare and, 229-230

digital information’s impact on, 228-230

military intelligence and, 228

netwar and, 230

war of narratives and, 233-234

information warfare, 215, 217, 222, 231

intelligent design, theory of, 421-423, 686nl9

International Anarchist Congress, 277

International Workingmen’s Association (IWA). *See* First International

Introduction to the Science of Sociology (Park and Burgess), 378

Iraq. *See* Gulf War (1991); Iraq War (2003-)

Iraq War (2003-), 222-225, 231-232, 235

Iskra, 290, 292, 294

Israelites. *See under* Bible, The Italy

air power and, 125

anarchism in, 277

fascism in, 328

First World War and, 125

guerrilla warfare in, 179

Italian Communist Party (PCI) and, 328, 332-333

nationalism in, 251

Second World War and, 142-143

Young Italy campaign, 179

Jacobin Club, 249

James I (King of England), 63, 65

James, William, 317, 337, 371, 415, 685n3

Japan

atomic bombing of，143，156，217

business process reengineering （BPR） and，532

business strategy in，509-511，531-532，536，545，566-568

China and，183-184，186

motorcycle companies in，566-568，707n41

Second World War and，143，184，186

total quality management （TQM），532

Jay，Anthony，60

Jensen，Michael，526-527，530

Jervis，Robert，587

Jim Crow segregation laws （United States），350-351，356，361

Johnson，Lyndon，395，406-407，439，446

Johnson，Phillip，421-422

Joint Strategy Review （1999），220-221

“Joint Vision 2010，” 217

Joly de Maizeroy，Paul Gédéon，73

Jomini，Antoine Henri de

Clausewitz and，85

guerrilla warfare and，179

legacy of，109-110，114，116-117，126，185，262，569，608

on Napoleon，83-84

Napoleonic Wars experience of，83-84

strategic theories of，xii，84-85，116-117，202，207

on victory，94

Jordan，Hamilton，449

Joseph. *See under* Bible，The

Jullien，François，46

Jungle，The （Sinclair），312

Jutland，Battle of，120

Kagan，Donald，33

Kahn，Herman，156，159-161，176

Kahneman，Daniel，592-593，604，6l6，622

Kai-shek，Chiang，184

Kant，Immanuel，316-317

Kaplan，Robert，191，561-562

Kaufman，Arnold，374

Kautsky，Karl，284-285，288-289，297，332

Kay，John，560，570

Kellaway，Lucy，564

Kelley，Florence，314-315

Kennedy，John F.

Berlin blockade crisis and，172-173

civil rights legislation and，363-364

civilian strategic advisers to，149-150

counterinsurgency and，188

Cuban missle crisis and，173-176

television debate with Nixon and，438-439

women’s rights and，409

Kennedy，Robert，174，386，403，407

Kerry，John，433

Kershaw，Ian，140

key performance indicators （KPIs），562

Keynes，John Maynard，513

Khomeini，Ayatollah，424

Khrushchev，Nikita，173-176

Kiechel Ⅲ，Walter，498-499，501

Kilcullen，David，224，234

Kim，W. Chan，537-539

King Jr.，Martin Luther

Alinsky and，388-389

assassination of，403

Birmingham campaign and，362-364

on Black Power movement，394

Chicago and，388-389

economic issues and，364，395

Gandhi and，358-360

March on Washington and, 364

Montgomery Bus Boycott and, 357-358

nonviolent direct action and, 344, 358-359, 362-364, 677n28

plagiarism and, 359-360, 677n28

Rustin and, 358-361, 389

Student Nonviolent Coordinating Committee (SNCC) and, 391

Wilkins and, 360-361

King Lear (Shakespeare), 64, 314

King, Mary, 410

Kingdom of God is Within You, The (Tolstoy), 347

Kissinger, Henry, 170

Kitzmiller v. Dover, 422

Kjellén, Rudolf, 122

Knights, David, 558-559

Kolakowski, Leszek, 11

Kornberger, Martin, 559

Kossuth, Lajos, 251, 260

Krepinevich, Andrew F., 215-216

Kubrik, Stanley, 160

Kuhn, Thomas

Foucault and, 424

paradigms and, 419-423

Kuklick, Bruce, 614

Kursk, Battle of, 143

Kutuzov, Mikhail

Battle of Borodino and, 79-80

Tolstoy’s depiction of, 100, 102

Kuwait. *See* Gulf War (1991)

Laffley, Alan, 570

Lakoff, George, 434-436

“Language, A Key Mechanism of Control” (Gingrich and Luntz), 434

Lansdale, Edward, 187

Lassalle, Ferdinand, 284

Lasswell，Harold，339，416，576

Lawrence，T.E.

Arab rebellion （1916） and，181-182

crowd psychology and，182

guerrilla warfare and，181-182，227

legacy of，185-186，224，227

Liddell Hart and，183

military strategies of，135

Le Bon，Gustave，128，131-132，326-327，333，336，467

Leadership Secrets of Attila the Hun （Roberts），506

Leading the Revolution （Hamel），550

League for Industrial Democracy，367

League of the Just，254

learning organizations，556-558

Lebow，Richard Ned，34

Lederer，William，187

Lee，Robert E.，110-111，506

Lehrer, Jonah, 601-602

Lenin, Vladimir Ilych

biography of, 290

economic approaches of, 290-291

First World War and, 295

on guerilla warfare, 180

hegemony and, 329

Luxemburg on, 293

Marx and, 290, 297

on military strategy, 294, 332

party organization and, 289-293, 296-297, 331

revolution strategy of, 290-293, 296-297

Russian Revolution and, 294, 296-297

socialist movement and, 289-291

successors of, 298

Taylorism and, 465-466

Third International and, 297

on the working class, 291

Leo VI (Emperor of Byzantine), 72-73

Letter to a Hindu (Tolstoy), 347

Letters to a Frenchman on the Present Crisis (Bakunin), 275

Letters to a Young Activist (Gitlin), 413

Levison, Stanley, 358, 360

Levy, Carl, 280

Lewis, John, 381, 487-489

Liberal Party (Great Britain), 345

Liberation Management (Peters and Waterman), 547

Liberty League, 487

Liddell Hart, Basil

on airpower, 647n11

attritional warfare and, 138

Beaufre and, 194

on Clausewitz, 204

First World War and, 134

Fuller and，134-135，137-138

on guerrilla warfare，183

indirect approach and，134，137-139，183，211，508，556，6l7，704n8

Lawrence and，183

legacy of，507，511，556

limited war concept and，134，136-137

on maneuver warfare，205

military strategies of，xii，134-139，202，507-509

Sun Tzu and，135-138

Liebknecht，Karl，298，305

Liebknecht，Wilhelm，284

Lincoln，Abraham，109-111，244

Lind，William，200，225-227

Lippmann，Walter，145，337-341，414

Lipton，Diana，12

List，Friedrich，96-97

Livy，42-43

Lloyd，Henry，74-75

Lonely Crowd，The （Reisman），369

Long March （Mao Zedong），184—185

Louis Philippe，255-256

Luce，Duncan，161-162，514

Luce，Henry，491

Ludendorff，Erich，209-210

Luntz，Frank，434-436，688n8

Luther，Martin，54

Luttwak，Edward，72，201-203，211-212，215，704n8

Luxemburg，Rosa，286-289，293，295，298，305

Lynd，Staughton，397

Machiavelli，Niccolo

Florentine society and，50

on force and guile，23，50，324，614

on human nature，52-53

influences on，43

legacy of，54，232，321，330，335，455，509

on loyalty，51-52

on military strategy，51-52

Milton’s incorporation of，54，57-58，63，617

Prince，The，50，52-53，509，614

on rulers’ self-interest，49-50，52-53

Machiavellians，The （Burnham），335

Mackinder，Halford，120-122

Madansky，Albert，506

Maginot Line，199-200

Mahan，Alfred Thayer，116-118，120-121，126，194

Mahan，Dennis，109-110，116

Mailer，Norman，436

Mair，Andrew，567-569

Malatesta，Errico，276-277

Malaya，188

Malcolm X，391-393

Malkasian, Carter, 209

management. *See* business management

Managerial Revolution, The (Burnham), 334, 491

Managing for Results (Drucker), 498

maneuver warfare, 199-206, 209-211, 242

Manhattan Project, 147-148

Manichaeism, 56-57

Mantel, Hilary, 607

Mao Zedong

Chinese Communist Party, 183-185

guerrilla warfare and, 183-186, 191-192, 227, 400

legacy of, 186, 404

Little Red Book of, 394

Long March of, 184-185

public relations efforts of, 400

Sun Tzu and, 45, 185

March on Washington, 364

Marcuse, Herbert, 399, 415

Marighella, Carlos, 402

Marketing Warfare (Ries and Trout), 507-508

Marshall, Andrew, 215-216

Martin, Roger, 570

Marx, Karl

on American Civil War, 262

anarchism and, 270

Bakunin and, 268, 270-272, 276, 474

biography of, 252

class struggle and, 253-254, 256-261, 283-284, 325, 583

Communist Manifesto and, 254, 256-257, 260-261, 270, 329

critiques of, 259-263, 284, 323, 329

Eighteenth Brumaire of Louis Napoleon and, 258-259, 283

on electoral politics, 257, 283

First International and, 269-271

French Revolution and, 259, 617

legacy of, 252-253, 300, 320

Lenin and, 290, 297

on nationalism, 260

on the Paris Commune, 271-272

on petit bourgeoisie, 260

political philosophy of, 247, 251-261, 263, 272-274, 301

Revolutions of 1848 and, 253, 255-259

socialist movement and, 284-285

Stoppard’s depiction of, 267-268

Weber and, 302, 321

mass media and communication

agenda setting and, 417-418

conformism and, 416-417

limits to the power of, 436

nonviolent direct action and, 352, 363-364

political strategy and, 438-439, 450-451

mass publics. *See also* crowd psychology, propaganda

conservative theories about, 325-326

Mosca on, 326

Pareto on, 323

socialist theories about, 250-251, 253

master strategist, myth of the, 237-244

Matalin, Mary, 446-447

Matthews, Herbert, 400

Mauborgne, Renee, 537-539

Maurice (Emperor of Byzantium), 47-48

Mauss, Marcel, 300, 670n1

Maximus, Quintus Fabius, 47

Maximus, Valerius, 43

Mayo, Elton, 469-472, 543, 563, 566

Mazzini, Giuseppe, 179, 251, 260, 328

McCarthy, Eugene, 407

McClellan, George, 110

McDonald, John, 152-153, 491, 495-496

McFate, Montgomery, 231-232

McGinnis, Joe, 439

McGovern, George, 441

McGregor, Douglas, 543-544

McKee, Robert, 623, 628-629

McKinsey & Company Consulting, 497, 544-546

McNamara, Robert

Cuban missile crisis and, 175

Ford Motor Company and, 501-502

Luttwack on, 202

mutually assured destruction theory and, 170

quantitative analysis and, 149-150, 199, 202, 501-502, 546

Second World War and, 501

Vietnam War and, 149, 502

McNaughton, John, 190-191

McNeilly, Mark, 509

Means, Gardiner, 490, 492, 526

Meckling, William, 526

Megarian Decree, 32-35

Melian dialogue, 31

Menand, Louis, 319

Mensheviks, 289, 292-294

mentalization, 598-600

Merriam, Charles, 576

Merton, Robert, 319-320, 416

mētis (cunning), 23-29, 42-44, 555, 613

Mētis (goddess), 24

Metz, Steve, 229

Michaels, Jeff, 235

Michels, Robert, 321-322, 335

Micklethwait, John, 505

Military Strategy (Wylie), 194

military-technical revolution. *See* revolution in military affairs (RMA)

Mill, John Stuart, 96

Mills, C. Wright

analysis of power by, 372-373

influences on, 371-372

New Left and, 372, 399

on role of sociology, 373-374, 685n4

Milton, John

Arminianism of, 56

on disobedience to kings, 63

on guile, 64

Paradise Lost, 54, 56-64, 617

Mind and Society (Pareto), 324

Mini-manual of the Urban Guerrilla (Marighella), 402

minimax solution, 151-153, 155, 165, 582

Mintzberg, Henry

deliberate versus emergent strategies, 554-555

emphasis on storytelling by, 566

on importance of community，555-556

on strategic planning，499-500，504，550，560

Mirowski，Philip，148，514-515，600

Mitchell，Billy，125

Modern Corporation and Private Property （Bede and Means），490

Modern Strategy （Gray），238

Mondale，Walter，448，450

Montecuccoli，Raimondo，51

Montgomery （Alabama，US） Bus Boycott，357-360

Moral Majority，444，452

Moral Man and Immoral Society （Niebuhr），353

Morgan，Glenn，558-559

Morgan，J.P.，476

Morgenstern，Oskar，151-152，154，161，582

Morson，Gary，102

Mosca，Gaetano，321-323，326，335

Moses. *See under* Bible，The

Most, Johann, 277

Mr. Smith Goes to Washington (Capra), 624-626

Ms. magazine, 430

Murphy Brown, 452-453

Murphy, Richard, 488-489

Musashi, Miyamoto, 510-511

Mussolini, Benito, 140, 142, 328

Muste, A. J., 354-356, 412

My Life and Work (Ford), 483

My Years with General Motors (Sloan), 495-496, 616

myths

Burnham on, 335

Sorel on, 327-328

Nader, Ralph, 526

Nagasaki, atomic bombing of, 143, 217

Nagl, John, 224

Nalebuff, Barry, 523, 710n6

Napoleon. See Bonaparte, Napoleon

Napoleonic Wars

Clausewitz, and, 82-83, 90-91, 237, 617

coalitions in, 90-91, 115

France and, 78-81, 116

Great Britain and, 116

guerrilla warfare and, 179-180, 240

international peace movement and, 96

naval warfare and, 119-120

Prussia and, 78-79, 82

Russia campaign and, 78-83, 90, 209

Spain and, 90, 179-180, 240

Tolstoy’s depiction of, 98-102

narrative

business management and, 563-567

qualities of, 621-622

different notions of, 427-432

information operations and, 233-234

political campaigning and, 433-435, 437, 449

problems with 615-618

Nash, John, 514-515, 594, 600

Nation of Islam, 391-392

National Association for the

Advancement of Colored People (NAACP), 351, 357, 360-361

National Football League (NFL), 522

National Liberation Front (FLN, Algeria), 392

National Liberation Front (Vietnam), 397

National Organization of Women (NOW), 409-410

NATO (North Atlantic Treaty Organization)

Berlin blockade crisis and, 173

continental European defense and, 199-200, 203, 210

free-rider problem and, 583-584

Turkey and, 175

Nazis. *See also* Hitler, Adolf

ideology of, 122, 335, 343

propaganda and, 336, 342-343, 414

Nechayev, Sergei, 276, 392

neo-Machiavellians, 321, 329, 335

netwar, 229-230

neuroscience. See human brain, studies of

New Deal, 334, 441, 482, 487, 489-490

New Industrial State, The (Galbraith), 492

New Jersey, unemployment study in, 472-473

New Left. *See also* Student Nonviolent Coordinating Committee (SNCC); Students for a Democratic Society (SDS)

1968 Democratic Convention protests and, 406-408

Alinsky and, 388, 408-409

attitude toward electoral politics of, 436

campus protests and, 403-406

challenge to Western democracies by, 415

civil rights movement and, 375

community organizing projects and 376

conservative reactions to 440

Cuba and 398-399 402

existentialist philosophy and 368 370-371 375-376

Foucault and 426-427

France and 403 428

gay liberation and 411

Guevara and 402

hippies and 405-406

legacy of 411-412

liberation emphasis of 367 369-370

media and 417-418

Mills and 372 399

orthodox Left and 367-368 370

participatory democracy and 376-378

Port Huron Statement and 367 374-375 378

Third World and 398-399

Vietnam War and, 396-399, 405-407, 411

views of “technocracy” and, 370

Weather Underground and, 403-405

women’s liberation and, 409-411

Yippies and, 406-407

New Politics, The (Perry), 438

New School of Social Research, 415

New State, The (Follet), 468

Newman, James, 156

Ney, Michel, 84

Nicholas II (Tsar of Russia), 296

Niebuhr, Reinhold, 352-354, 358

Niederwerfungsstrategie (strategy of annihilation), 108

Nixon, Richard, 436, 439-441

Nono, Luigi, 176

nonviolent direct action. *See also* pacifism

American civil rights movement and, 350-351, 354-365, 386

critiques of the limits of, 349-351, 355-356

Gandhi and, 348-351, 354-355, 358-359, 385, 412

King Jr. and, 344, 358-359, 362-364, 677n28

labor relations and, 352

media aspect of, 352, 363-364

Niebuhr on, 352-354

Rustin and, 358-359, 362-363

suffragette movement and, 345-346

Tolstoy and, 348

North Vietnam. *See under* Vietnam

Northern Alliance, 222

Norton, David, 561-562

nuclear weapons

arms control and, 169

Cold War and, 156-159, 167-168

deterrence theory and，157—160，168，176-177，194，241

escalation and，176

first-strike capability and，167-169，171

game theory and，155

Manhattan Project and，147-148

massive retaliation doctrine and，157

mutually assured destruction theory and，170，218

Schelling on，164-165，167-173

Second World War and，143，156，217

second-strike capability and，168-170

Soviet Union and，156-157，168-169，177

stalemate and，177

strategic impact of，134，145-149，155-160，163-165，167-171，176-177，217，219-220

submarines and，169

thermonuclear weapons and，156

United States and，147，156-157，168-169，171-172，177

O’Reilly, Jane, 430

Oakland (California), 394

Obama, Barack, 453-455

Ochs, Phil, 406

Odysseus

Homer’s description of, xii, 22-27

Sophocles’ description of, 27-28

Virgil’s description of, 24, 42

Odyssey, The (Homer), 24-27

Offer, Avner, 619-620

Ogarev, Nicholas, 266

Oglesby, Carl, 397

Ohmae, Kenichi, 545

Olson, Mancur, 583-584, 586

On Escalation (Kahn), 176

On Thermonuclear War (Kahn), 160-161

On War (Clausewitz), 82-83, 86, 118, 179, 203-204, 237, 445. *See also* Clausewitz, Carl von; military strategies

of

One Dimensional Man （Marcuse），399

One Step Forward，Two Steps Back （Lenin），293-294

OODA loops （observation，orientation，decision，action），196-199，201，217-218，225，451，511-512

Operation Desert Storm. See Gulf War （1991）

operational level of war，202-203，205，207，214

operations research. See quantitative analysis

Oppenheimer，Robert，145

Ordeshook，Peter，580

Organization Man （Whyte），369

Orwell，George，xv，145-146，433，543，674n26，688n8

Other Side，The （Hayden and Lynd），397

Ottoman Empire，181-182

Overy，Richard，158

pacifism. *See also* nonviolent direct

action

First World War and，346-347

Gandhi and, 347, 352

Gregg on, 352

Pankhurst, Christabel and Emmeline, 345-346

paradigms, Kuhn’s notion of, 419—424

Paradise Lost (Milton)

Adam and Eve in, 54-56, 58, 61-63

Beelzebub in, 61

Belial in, 60

free will questions in, 55-58

God in, 54-60, 62-64, 617

guile in, 64

Jesus (The Son) in, 58-59, 62

Machiavellian aspects of, 54, 57-58, 63, 617

Mammon in, 60-61

Moloch in, 60-61

Pandemonium in, 60—61

Satan in, 54, 56-64, 617

Paret, Peter, 86, 204

Pareto, Vilfredo

circulation of elites and, 325

legacy of, 335, 471-472, 515

lion and fox analogies of, 324—325

logical conduct and, 324

Pareto efficiency and, 323

residues and, 324

social equilibrium and, 323, 471-472

Paris Commune, 106, 269, 271, 474

Park, Robert, 336-337, 378

Parks, Rosa, 357

Parris, Matthew, x

Parsons, Talcott, 471

Pascale, Richard, 545, 566

Patton, George S., 506

Peloponnesian War, The (Thucydides)

Athens in, 31-38

Attica in, 35

coalitions in, 32-35

Corcyra and, 32, 34, 38

Corinth in, 32-34

Diodotus in, 37-38

Megara and, 32

Megarian Decree and, 32-35

Melians in, 31

Peloponnesian League, 30, 32, 35

Pericles in, 32-37, 39

Sparta and, 31-35, 38

Penrose, Edith, 496, 570

Pericles, 23, 32-37, 39, 244, 614

Perroni, Amadeo, 463

Perry, James, 438

Person, Harlow, 462

Peters, Ralph, 227

Peters, Tom

emphasis on storytelling by, 564, 617

management theories of, 545-548, 556, 564

McKinsey & Company and, 544-545, 547

Petraeus, David, 224

Petrograd Soviet, 296

Pfeffer, Jeffrey, 558

Phelan, Jim, 433

Phillips, Kevin, 440-441

Philoctetes (Sophocles)

Herakles in, 27-28

Neoptolemus, 27-28

Odysseus in, 27-28

Pierce, Charles, 317

Pinker, Stephen, 435

Pirates of Penzanze, The (Gilbert and Sullivan), 69

Plague, The (Camus), 371

Plan 1919 (Fuller), 130

Plato, 22-23, 36, 38-41, 602, 617

plot

connotations of, 65

scripts and, 623-624, 626-627

Plouffe, David, 453-454

Poetics (Aristotle), 623

poker, 151-152

political strategy

campaign consultants and, 437-439, 445

communication and, 433-439

demographic analysis and, 440

framing of issues and, 422, 434-436, 454, 461, 593, 615

limits to, 456

media elements of, 438-439, 450-451

negative campaigning and, 451

permanent campaign and，449

polling and，437

primary elections and，438-439

television and，438-439

voter emotions and，434-435，448

“Politics as a Vocation” （Weber），303-307，413

“Politics of 1948” （Clifford），447

Politics of Nonviolent Action，The （Sharp），412

Polletta，Francesca，377-378

Popper，Karl，415

Port Huron Statement，367，374—375，378

Porter，Michael

industrial organization theory and，520，538

on Japanese firms，536

management ideas of，521-524，539

National Football League and，522

Potter，Paul，396-397

Power Elite，The （Mills），372

Power of Nonviolence，The （Gregg），344，358

Practical Guide to Strategy （von Bulow），75

Practice of Management，The （Drucker），493，496

pragmatism，316-319

Prahalad，C.K.，549，568

Prato，Battle of，50

precision warfare，215-216，218-219.

See also revolution in military

affairs （RMA）

primitive warfare among humans，8-9

Prince，The （Machiavelli），50，52-53，509，614

Principles of Scientific Management

（Taylor），463

prisoner’s dilemma，154-155，585-586，590，596

Proctor & Gamble，570

Progressives （United States），311，313，369，437，465，480

Prohibition Era, 378

propaganda. See also crowd psychology

Cornford on, 618

of the deed (Bakunin), 275-276

First World War and, 337, 339

Lippmann on, 339

Nazis and, 336, 342-343, 414

Propaganda (Bernays), 341

Protagoras, 36

Protestant Ethic and the Spirit of

Capitalism, The (Weber), 302

Proudhon, Joseph, 251, 270, 274, 668n27

Prussia

Austro-Prussian War and, 105

Franco-Prussian War and, 105-107, 112, 274-275

Napoleonic Wars and, 78-79, 82

Public Opinion (Lippman), 337, 340

Pullman strike，313-315

Quakerism，346

quantitative analysis.See also game

theory

limitations of，150，203

McNamara and，149-150，199，202，501-502，546

RAND Corporation and，147-148，152-153，513-514

Quayle，Dan，452-453，690n51

Quiet American，The （Greene），187

“Quiz Kids.” See “Whiz Kids”

radical Islamists，222，235-236.See also

al-Qaeda

Raff，Daniel，616

Raiffa，Howard，161-162，514

Ramsey，Douglas，506

RAND Corporation

game theory and，161-162，513

nuclear strategy and，161-162，168

quantitative emphasis of，147-148，150，152-153，513-514

rational choice theory and，575-577

Randolph，A.Philip，356

Raphals，Lisa，43

Rapoport，Anatol，585

Rapport，Mike，250

rational choice theory. *See also* game

theory

bounded rationality and，592

brain physiology and，592

criteria for，591

economics discipline and，577，580

experiments challenging，594-597

heuristics and，593

limits of，575-576，589-591，594-597，599-600，605-606

political science and，580-581

RAND Corporation and, 575-577

Rochester School and, 576-581

social contexts and, 594-597, 599-600

ultimatum game and, 594-596

Ratzel, Friedrich, 122

Reagan, Ronald

as California governor, 442-443, 448

political communication strategies

of, 442-444, 625-626

presidential campaigns of, 443, 447

religious right and, 443-444

Southern states and, 443, 447

realism doctrine, 30-31

red and blue oceans (Kim and Mauborgne), 537-538

Red Queen effect, 536-537

Reengineering the Corporation (Hammer and Champy), 533

Reengineering Management (Champy), 536

Reflections on Violence (Sorel), 327-328

Reformation of War, The (Fuller), 132, 135

Reid, Brian Holden, 130-131

Republican Party (United States), political communication

strategies and, 434-436, 440-441, 443, 447-449, 452-455.

See also Atwater, Lee; individual politicians

Reveille for Radicals (Alinksy), 381

revolution in military affairs (RMA)

Afghanistan war (2001) and, 222

cognitive dimension of, 217-219

compared to fourth-generation

warfare, 226

definition of, 216

Gulf War and, 214-215, 217, 219

information warfare and, 215, 217, 222

land warfare and, 216

long-range missiles and，219-220

precision warfare and，219

“shock and awe” and，217

United States and，214-215，218-219，222-223

Revolution in the Revolution（Debray），402，404

Revolutions of 1848，253-261

Richard Ⅲ（Shakespeare），49-50

Rid，Thomas，229-230

Ries，Al，507-508

Riesman，David，369

Riker，William

on coalitions，581-583

game theory and，577-578，580，587

heresthetics and，588

political science discipline and，577，579，587

quantitative analysis emphasis of，579

rational choice theory and，589-590

University of Rochester and, 579

Rise and Fall of Strategic Planning, The (Mintzberg), 504

Rizzi, Bruno, 334

Road to Serfdom, The (Hayek), 516

Roberts, Wess, 506

Robertson, Pat, 452

Robeson, Paul, 430

Rochester (New York), 382-384

Rockefeller, John D.

business strategies of, 475-478

Sherman Antitrust Act and, 477

Tarbell and, 477

University of Chicago and, 312

use of trusts by, 476, 565

Rockefeller, Nelson, 441-442

Roe v. Wade, 444

Rogers, Clifford, 47

Romney，George，438

Ronfeldt，David，229-230，431

Roosevelt，Eleanor，409

Roosevelt，Franklin D.，141，356，482-483，486-488

Roosevelt，Theodore，120，477

Rosenzweig，Phil，569

Rosinski，Herbert，195

Ross，Fred，385

Roszak，Theodore，370

Rothenberg，Gunther，103

Rubin，Jerry，406-407

Rudd，Mark，404-405

Rules for Radicals （Alinsky），382-383，408

Rumelt，Richard，570-571，708n51

Rumsfeld，Donald，222-223

Runyon，Damon，xii

Russian Empire

emancipation of serfs in，267

First World War and，123-124，296

general strike （1905） in，287-288，293

Napoleonic Wars and，78-83，90，93，209

nihilists in，266

revolution （1917） in，294，296-297

Rustin，Bayard

biography of，356

Black Power movement and，395，408-409

Chicago and，389

Democratic Party establishment

and，395，455

King Jr. and，358-361，389

labor organizing and，356，395

March on Washington and，364

Montgomery Bus Boycott and，358-360

nonviolent direct action and，358-359，362-363

Southern Christian Leadership
Conference （SCLC） and，360-361
Sadr，Muqtada al-，223
Safire，William，433
Sally，David，605-606
Sandburg，Carl，300
Sartre，Jean-Paul，371，392
satyagraha （Gandhi），348，355
Saunders，Clarissa，625-626
Savio，Mario，366
Saxe，Maurice de，48，51
Scales，Robert，231
Scammon，Richard，441
Schank，Roger，599
Schelling，Thomas
Berlin blockade crisis and，173
compellence theory of，163，190-191

on focal points，166-167

game theory and，160-162，166-167，515，529，585

Nobel Prize in Economics，160

nonviolent direct action and，412

on nuclear weapons，164-165，167-173

progressive risk and，164-165

RAND Corporation and，162

strategic theories of，162-173，190，198，515

Vietnam and，191

Schlieffen Plan，113，198，210

“Scholarship and Social Agitation”

（Small），315

Schwarzkopf，Norman，215

Schwerpunkt. See center of gravity

concept

“Science as a Vocation” （Weber），303-304，307

Science of Revolutionary Warfare （Most），277

Scott，James C.，7l6n21

scripts

cognition and，598-599，619

dramatic conventions and，623-629

honor script，619-620

plots and，623-624，626-627

strategy and，xiv，619-623，627-629

Seale，Bobby，394

Second International，295，297，329

Second World War

air power and，129，140，143，157-158

China and，183-184，186

France and，139-143，199，210，617

Germany and，134，139-143，157-158，199，210，213

Great Britain and，134，139-144，147，157-158，349，648nl4

information warfare and，228

Italy and，142-143

Japan and, 143, 184, 186

nuclear weapons and, 143, 156, 217

Soviet Union and, 139-140, 142-143, 145, 210, 213

tank warfare and, 143

United States and, 139-145

Secret Agent, The (Conrad), 278

Sedan, Battle of, 106, 112

Seeger, John, 520

Selling of the President (McGinnis), 439

September 11, 2001 terrorist attacks, 222

Seven Pillars of Wisdom (Lawrence), 181, 186

Shakespeare, William, 49-50, 64-65

Shapiro, Carl, 529

Shapiro, Ian, 581

Sharp, Gene, 412

Sherman Antitrust Act, 477

Sherman, William T., 111, 446, 506

Shridharani, Krishnalal, 355-356

Shrum, Robert, 433

Shy, John, 84, 185

Silberman, Charles, 383

Simon, Herbert, 517, 520, 544-545, 587, 592, 598

Sinclair, Upton, 312, 379, 437

Sloan, Alfred P.

compared to Ford, 486-487

DuPont family and, 484

management strategies of, 474, 484-490, 494, 496-498, 608

successors to, 502

writings of, 495-496, 616

Small Wars (Calwell), 181

Small, Albion, 315, 336

Smiley, Glenn, 358

Smith, Adam, 492

Smith, Jefferson (*Mr.Smith Goes to Washington*), 624-626

Snow, Edgar, 400

Social Democratic Party (SPD, Germany), 281-286, 291, 293, 298, 322

Social Democratic Workers Party

(Russia), 292

social equilibrium (Pareto), 323, 471

social networking, 229-231

Social Psychology of Organizing (Weick), 544

social science. *See also* economics, sociology

aspirations for, 320, 338-339

Lippman on, 338-339

origins of, 301

Weber and, 303-304

socialism. *See also* Marx, Karl

attrition strategy and, 289

class consciousness and, 326

critiques of, 322

electoral politics and, 285, 295, 322

First World War and, 295

general strikes and, 287-289

gradual approach to, 285

Kautsky and, 285, 288-289

Lenin and, 289-291

Luxemburg and, 286-289, 293

Marx and, 284-285

origins of, 250

revolution strategy and, 289-290

Russian Revolution's impact on, 299

scientific socialism and, 285

Trotsky and, 288-289

Sociological Imagination, The (Mills), 373

sociology. *See also* social science

business management's

incorporation of，542-545

Mills on，373-374

post-Second World War United

States and，369

as response to Marx，300-301

Tolstoy on，309

University of Chicago and，315，380

Socrates，38-40

Solow，Herbert，491，694nl

sophists，23，36，39

Sophocles，27-28

Soprano，Tony，508-509，697nl2

Sorel，Georges，279，327-328，333，335

Sorenson，Ted，174

South Vietnam. *See under* Vietnam

Southern Christian Leadership

Conference （SCLC），360-361

Soviet Union

central planning in, 465-466, 501

Cold War and, 145, 158-159, 168-169, 172-177, 203

collapse of, 214

conventional military forces of, 172, 203, 215

formation of, 298

international left-wing politics and, 299

nuclear weapons and, 156-157, 168-169, 177

operational-level military strategy and, 202-203

Russian Revolution and, 180

Second World War and, 139-140, 142-143, 145, 210, 213

Stalin’s purges in, 334

Taylorism and, 465-466

Spain

anarchism in, 279

civil war in, 279

Franco regime in, 142

guerrilla warfare in，179-180，240

Napoleonic Wars in，90，179-180，240

Second World War and，143

Sparta，30-35，38，42

Spartacist League，298，305

Speier，Hans，576

Spinney，Chuck，226

Stalin，Josef

Chinese Civil War and，184

purges by，297-298，334

Second World War and，142-143，213

Taylorism and，466

Stalk，George，511，568

Standard Oil，475-477，494，523，565

Stanton，Angela，595

State and Revolution （Lenin），297

Steffens，Lincoln，312

Stewart，Matthew，498，523

Stonewall Inn （New York City），411

Stoppard，Tom，265-268

Strachan，Hew，85，92，114，209，610

Strange，Joe，208

Strategematon （Frontinus），43，72

stratēgike *episteme* （general’s knowledge），72

Strategikon （Maurice），47-48

stratēgōn *sophia* （general’s wisdom），72

strategy

definitions of，x-xi，72-75，88，607-608

etymology of，xii，72，635nl2

limits of，609-612

Strategy and Structure （Chandler），496

Strategy in Poker，Business and War （McDonald），152

strategy of annihilation，108，204-205，215，264，332

Strategy Safari （Mintzberg），560

Strategy，The Indirect Approach（Liddell Hart），136

Stride toward Freedom（King Jr.），360

Structure of Scientific Revolutions，The

（Kuhn），419

Student Nonviolent Coordinating Committee（SNCC）

Black Power doctrine and，393-394

Freedom Rides and，361-362

King Jr. and，391

militancy and，366，378，393-395

nonviolent direct action and，391

participatory democracy and，377-378

women’s issues and，410-411

Students for a Democratic Society

（SDS）

Gitlin on，412-413

Port Huron Statement and，367-368，374-375，378

radicalism in，398

Vietnam War protests and，396-397

violence and，366

Weather Underground and，403-404

suffragette movement，344-346

Sumida，Jon，613

Summers，Harry，221

Sun Tzu

business managers’ use of，508-511，549

compared to Athenians，46

on deception，42，45-46

on foreknowledge，45

Liddell Hart and，135-138

Mao and，45，185

political consultants’ use of，445-446

strategic theories of，xii，44-46，136-138，185，193，382，445-446，508，549

Sun Tzu and the Art of Business （McNeilly），509

Supreme Court （United States）

abortion rulings and, 444, 452

antitrust rulings of, 477

desegregation rulings of, 356-357, 359, 362

SWOT analysis (Andrews), 499, 521, 561, 564

System 1 mental processes, 602-605, 612-614, 620, 622

System 2 mental processes, 602-605, 612, 614, 620, 622

tactics, definitions of, 72-74

Taleb, Nassim, 617

Taliban, The, 222

Tarbell, Ida, 464, 477

Tarde, Gabriel, 336

Taylor, Frederick. *See* Taylorism

Taylorism

Drucker on, 493

efficiency emphasis of, 463-465, 470, 546

Ford Motor Company and, 483

“Great Taylorism” and, 499

labor unions and, 465
legacy of, 132, 546, 551
origins of, 462
Progressives and, 465
Soviet Union and, 465-466
worker as machine principle of, 462-463, 470
Tea Party, 455
Teapot Dome scandal, 624, 626
Techow, Gustav, 263
Templer, Gerald, 188
terrorism
anarchism and, 276-279
assassination and, 277-278
asymmetric warfare and, 222, 227, 230
Far Left and, 412
September 11, 2001 attacks and, 222
theories of, 402

Tetlock, Philip, 604

Thaler, Richard, 593, 596

Theory of Games and Economic Behavior, The (Morgenstern and von Neumann), 151-152

Theory of Political Coalitions, The (Riker), 579

Theory of the Firm, The (Penrose), 496

thermonuclear weapons. *See under*

nuclear weapons

Thiers, Adolphe, 271

Third International, 297

Thirty Years' Peace, 32-34

Thomas, William, 337

Thompson, Robert, 188

Thoreau, Henry David, 347, 358

Thorton, Charles Bates, 501

Thriving on Chaos (Peters), 548

Thucydides, 23, 30-38, 46-47, 50, 115

Thurber, James, 438

Tilly, Charles, 615-616, 622

Tirpitz, Alfred von, 117-118

Todorov, Tzvetan, 428

Tolstoy, Leo

Addams and, 310-311

on anarchism, 310

Christianity of, 307

Clausewitz depicted by, 98

Crimean War and, 97-98

Dewey and, 318

Gandhi and, 347-348

Kutuzov depicted by, 100, 102

Napoleon depicted by, 99-101, 617

nonviolent direct action and, 348

on philosophy of history, 98-102, 274, 307-308, 320, 609, 617

political philosophy of, 307-311

Proudhon and, 274

Sermon on the Mount and, 307

strategy depicted by, 99-101

on urban life, 309-311

War and Peace and, 96, 98-102, 274, 307

Weber on, 307

total quality management (TQM), 532

Toyota Motor Company, 523, 531-532, 567, 569

Trafalgar, Battle of, 116, 118-120

Treacy, Michael, 535-536

Trenchard, Hugh, 125-127

Tricontinental, the 400, 402, 404

Trojan War. See *Iliad, The* (Homer)

Trotsky, Leon

American Communist Party and, 334

assassination of, 298

guerrilla warfare and, 180

Kautsky and, 288-289

Russian Revolution and, 296-298

Stalin and, 298-299

Taylorism and, 465-466

Trotter, William, 340

“Trouble with Stories, The” (Tilly), 615-616

Trout, Jack, 507-508

Truman, Harry, 447

Tuchman, Barbara, 29

Tucker, Albert, 154

Tukhachevsky, Mikhail, 202-203

Turgenev, Ivan, 266

Turkey, 174-175

Turner, Mark, 429

Tversky, Amos, 592-593

Tyson, Mike, ix, xi

Ugly American, The (Burdick and Lederer), 187-188

ultimatum game, 594-596, 603

"Unanticipated Consequences of
Purposive Social Action, The"
(Merton), 319-320
United Auto Workers (UAW), 367, 482, 488-489, 495
United Farm Workers (UFW), 385-387
United Kingdom. *See* Great Britain
United Mineworkers, 381
United States
American War of Independence and, 178, 232
asymmetric wars and, 220-221
Black Power movement in, 393-394
Civil Rights Act of 1964, 409
civil rights movement in, 350-352, 354-365, 375, 386, 388-390
civil war in, 109-112, 262
Cold War and, 145, 158-159, 168-169, 171-177, 203
Communist Party in, 334

counterinsurgency strategies of, 187-192, 223-224, 231, 247

Fair Employment Act in, 356

First World War and, 123-125, 337

fourth-generation warfare and, 226

Gulf War (1991) and, 214-215, 219

information operations and, 227-228

Iraq War (2003-) and, 222-225, 231-232, 235

labor unions in, 380-381, 385-387, 465, 482, 487-488

military strategy debates in, 199-202, 205-208, 210, 214, 247, 505

naval power and, 116-117, 120-121

nuclear weapons and, 147, 156-157, 168-169, 171-172, 177

Progressivism in, 311, 313, 369, 437, 465, 480

Prohibition Era in, 378

religious right in, 443-444, 448-449, 452

revolution in military affairs (RMA)

and, 214-215, 218-219, 222-223

Second World War and, 139-145

segregation in, 350-351, 356-357, 361-362, 390, 441

United States (*Cont.*)

suffragette movement in, 346

Vietnam War and, 187-192, 207, 218, 220-221, 393, 395-398, 405, 409, 438, 502

“war on terror” and, 222

United States Football League (USFL), 522

van Creveld, Martin, 69-70

Vanderbilt, Cornelius, 476

Vegetus, 47

Vernant, Jean-Pierre, 28, 43-44

Vietnam

aerial dogfights in, 196

air strikes in, 191

asymmetric war and, 220-221

counterinsurgency efforts in, 187-192, 207, 221

French war in，186，188

guerrilla warfare in，186-187，191-192，221

North Vietnam，190-191，221，397

South Vietnam，188-190，221，397，407

U.S. war in，187-192，207，218，220-221，393，395-398，405，409，438，502

Virgil，22，24-25，42

von Bulow，Heinrich Dietrich，75，85

von Hoffman，Nicolas，384-385，387

von Moltke，Helmuth （the elder）

Austro-Prussian War and，105

biography of，103

Bismarck and，103，106

Clausewitz and，102-104

Franco-Prussian War and，105-107，112

military strategies of，104-107，112-113，202，204，210，504

politics and，103-104，241

on victory, 104

von Moltke, Helmuth (the younger), 113-114

von Neumann, John, 151-152, 154, 516, 582, 585

von Schlieffen, Alfred, 113, 210

Wagner Act, 482

Wall Street (film), 508

Wallace, George, 441

Walras, Léon, 323, 515

Walt, Stephen, 581, 601

War and Peace (Tolstoy), 96, 98-102, 274, 307

War in the Air (Wells), 123, 128-129

War of Austrian Succession, 76

War Without Violence (Shridharani), 355

Warden, John, 208

Warsaw Pact, 171, 199, 203, 214-215

Washington, Booker T., 350

Waterloo, Battle of, 81-82

Waterman, Robert

emphasis on storytelling by, 564

management theories of, 545-547

McKinsey & Company and, 544-547

Waters, James, 554

Wattenberg, Ben, 441

weapons of mass destruction, 218, 221-223. *See also* nuclear weapons

Weather Underground, 403-405

Weber, Max

biography of, 301

bureaucratization and, 302-303, 322, 368, 370, 459, 551, 609

cause-effect relationships and, 320

on Chicago, 312

democracy and, 319

Dewey and, 318-319

Du Bois and, 350

ethics of responsibility and, 455-456

German Democratic Party and, 304

legacy of, 372, 413, 551

liberalism and, 301

Marx and, 302, 321

political activity of, 304-305

political philosophy of, 304-307, 368, 413

on social science, 303-304

on the state, 305

Tolstoy and, 307

Wedge Project, 421-422

Weick, Karl, 544-546, 563-564, 566

Welch, Jack, 498, 504

Wells, H.G., 123, 128-129

West Germany. *See* Germany, Federal

Republic of

Westen, Drew, 434-435

Western Electric. *See* Hawthorne Studies

Weydemeyer, Joseph, 262

Weyrich, Paul, 444, 452

Wharton School, 461

Wharton, Joseph, 461, 463

"What Is To Be Done?" (Tolstoy), 309

What is to be Done? (Chernyshevsky), 266, 290

What is to be Done? (Lenin), 290

Wheeler, Burton, 624-625, 7l6n29

Whitaker, Clem, 437-438

White Collar Workers (Mills), 369

White, Margaret, 463

White, Thomas D., 150

"Whiz Kids," 501-502

Who Governs: Democracy and Power in an American City (Dahl), 372

Whole World is Watching, The (Gitlin), 417

Whyte, William, 369, 491

Wiener, Norbert, 197

Wiersema, Fred, 535-536

Wildavsky, Aaron, 503

Wilhelm I (Kaiser of Germany), 106-107

Wilkins, Roy, 360-361

Wilkinson, Ben, 235-236

Willich, August von, 262-263

Wilson, Charles, 495, 502

Winslow, Frederick, 462

Winsor, Ellen, 351

Wofford, Harris, 358, 361

Wohlstetter, Albert, 160, 168, 176

Wohlstetter, Roberta, 176

Wolin, Sheldon, 421

women’s liberation, 409-411, 430. *See also* suffragette movement

Women’s Social and Political Union

（WSPU），345-346

Wood，Gordon，609

Wooldridge，Adrian，505

Wordsworth，William，178

World Crisis，The （Churchill），139

World War I. *See* First World War

World War Ⅱ. *See* Second World War

Wrangham，Richard，7-8

Wrege，Charles，463

Wretched of the Earth，The （Fanon），392

Wylie，James，194-195

Xerox Corporation，546

Yamaha，567-568

Yarger，Harry，238-239，244

Yeats，William Butler，391

Ylppies，406-407

Zarqawi，Abu Musab al-，223

Zawahiri, Ayman al-, 665n54

Zeus, 24, 29

zhi, 43-44

□□□□□□□CIP□□□

□□□□□□□□□□2□/□□□□□□·□□□□□Lawrence Freedman□□□□□□□□□□.--□□□□□□□□□□□□□2016.11

□□□□□Strategy□A History

ISBN 978-7-5097-9822-5

I.□□… Ⅱ.□□…□□…□□… Ⅲ.□□□□-□□□□ Ⅳ.①K109

□□□□□□□CIP□□□□□2016□□245715□

□□□□□□□□□□□□

□□/□□□□□□·□□□□□Lawrence Freedman□

□□/□□ □□□

□□□/□□□

□□□□/□□□ □□□

□□□□/□□□ □□□

□□/□□□□□□□□□□·□□□□□□010□59366551

□□□□□□□□□□□□29□□□□□ □□□100029

□□□www.ssap.com.cn

□□/□□□□□□□010□59367081 59367018

□□/□□□□□□□□□□□

□□/□□□889mm×1194mm 1/32

□□□31.75 □□□727□□

□□/2016□11□□1□ 2016□11□□1□□□

□□/ISBN 978-7-5097-9822-5

□□□□□□□□/□□01-2014-1569□

□□/148.00□□□□□□

□□□□□□□□□□□□□□□□□□□□010-59367028□□□

□□□□ □□□□

社科文献设计中心
010-59367109
装帧设计／宋　涛

劳伦斯·弗里德曼展现了他是个不折不扣的世界领先战略思想家，他认为相比权力平衡，战略在更大程度上是源自形势的核心艺术。

——约瑟夫·奈，哈佛大学教授

这是一次历经古往今来、世事变迁，有关战略思想含义和结果的非凡浩大之旅。弗里德曼在该领域堪称大师，他凭借卓越的能力解开了有关战略复杂性和各种悖论的诸多曲折。

——罗伯特·杰维斯，哥伦比亚大学国际政治学教授

（弗里德曼的）著作在取悦专家的同时仍然能为普通读者所理解，这对于驾驭此类体裁来说是种难得的本事。正因为如此，他写出了可以说是迄今为止最棒的一本有关战略的书籍。**——《华盛顿邮报》**

ST

权威……渊博的学识和密集的论点。**——《经济学人》**

这是一部蕴含着惊人的视野、学识以及重于一切的智慧的著作。**——《金融时报》**

一部杰作……具有非凡的洞察力，语言极其透彻，弗里德曼的巨著是政治理论领域一项严肃的学术研究，它跨越多个领域，对军事规划、战略系统和权力本质感兴趣的人都会被它吸引。**——《出版人周刊》**

甲骨文官方微信

ISBN 978-7-5097-9822-5

9 787509 798225 >

定价：148.00 元（上下册）